

# Chemist & Druggist

10 March 1973 THE NEWSWEEKLY FOR PHARMACY



## Beatson tablets always fit for service

Beatson tablets are made of glass, because glass contains no water without reacting.

Made and tested to the highest standards you can rely on Beatson tablets — always.

Available in white flint and amber.

Ask your wholesaler.

BEATSON, CLARK & CO. LTD.,  
Rotherham, Yorkshire. Tel: 0709 79141 Telex: 54329



BCD241/2

## Shopfitting

SPECIAL SECTION

Budget may  
affect special  
VAT scheme

Chemists hit  
by Misuse  
Act timetable

PT/VAT  
equivalents



# New Sunsilk Setting Lotion. Easier to sell because it's easier to use.

An aerosol setting lotion by the brand leader in hair care is a real step forward in this fast expanding market.

Up till now most setting lotions have been liquids that have to be emptied over the whole head. Now, with Sunsilk setting sprays there's no mess. Each curl can be sprayed separately. Much easier and neater, and more economical, with 8 to 10 sets in a can.

In addition, Sunsilk Setting Lotion Sprays come in 4 variants for dry, normal, greasy or flyaway hair. They are the only setting lotion sprays made for more than one kind of hair.

A big TV and press campaign will be starting soon to launch the new sprays.

## Sunsilk Setting Lotion Sprays.

From the leaders of the hair-care market.

● Easier to use because it's in a spray.



Dry · Normal · Greasy · Flyaway



Elida Gibbs Ltd  
The Brand Builders

10 March 1973 Vol. 199 No. 4851

The newswweekly for pharmacy

114th year of publication

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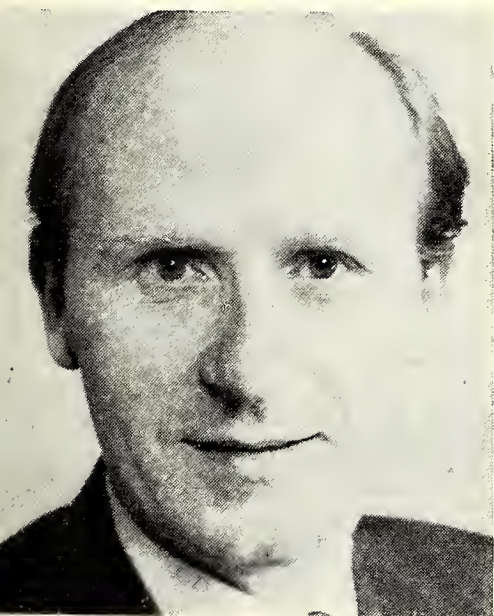
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Official organ of the Pharmaceutical Society of  
Ireland and of the Pharmaceutical Society of  
Northern Ireland

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# PUT ON POUNDS WITH SMITH & NEPHEW'S NEW SLIMMERS' MEALS.

Nutriplan is a novel idea in slimmers' meals.  
It's real food.

It comes in a hot, delicious soup form.

It's made with real vegetables and spices.  
Enriched with 8 health-giving vitamins.

And there are three tasty flavours. Country Tomato, Oxtail and Thick Vegetable. In single flavour packs, or a variety pack.

Slimmers love it. In tests, it achieved a 30% share of the market in just two months\*.

Nutriplan is now going national. With a £225,000 advertising campaign behind it.

We've got a 30-second TV commercial, and whole colour pages in the major women's magazines.

Two things we guarantee.

Your customers will get thinner.

Your profits will get fatter.

\*Sterling share chemist trade.  
Independent Research Survey.





# Budget may put some chemists outside special scheme

The National Pharmaceutical Union warned on Wednesday that the Chancellor's Budget decisions might increase zero-rated sales by some chemists above the limits applicable to the special VAT scheme.

Customs and Excise have advised the Union that baby pants, bibs and feeders, nappies and disposable napkins will all be zero rated. The Union does not expect the Budget to have a great effect on members, however, though those who sell confectionery and slim foods to a greater degree may find their sales of zero-rated products greater than anticipated.

In his Budget Speech on Tuesday, the Chancellor of the Exchequer made some changes to the list of goods that were to bear the standard rate of value added tax when it comes into force on April 1. But he left the rate for the tax at the forecast level of 10 per cent.

The items which he has made the zero rate apply to instead of the standard rate are those foods for human consumption currently bearing purchase tax at 18 per cent. They include, among other items, chocolate and other sweets for diabetics, other chocolates, sweets and other confectionery, glucose sweets, peppermints, liquorice sweets, mineral, table and spa waters, barley water, fruit squashes and cordials, beverages made from honey and products for their preparation, fruit and vegetable juices (apple, blackcurrant, etc.), glucose drinks.

Pet foods and foods supplied in the course of catering will bear the standard rate of tax.

## Duty reduced

Alcoholic beverages needing a justices' licence to sell will bear the standard rate of tax but there will be a reduction in excise duty roughly corresponding to it as from April 1. Shandy not exceeding 2 per cent proof and cider of a kind not chargeable to duty are zero-rated.

Provisional details of a scheme to avoid double taxation of stocks which have borne revenue duty at pre-VAT prices were published in February (Notice No. 748). Rebates equivalent to the duty cuts (see Notice 748A) may be claimed.

Medicated preparations which consist of drugs or medicines added to a normal food, and which are advertised as a medicine, are chargeable at the standard rate. Foods which are not medicated, but are used in medical circumstances, e.g. as complete foods for invalids or people requiring a special diet, e.g. diabetic chocolate, are zero-rated. Examples of standard rate items are: Laxative chocolate, cough, throat and decongestant sweets put up for sale as such, medicinal beverages, e.g. purgatives and products for their preparation.

Deionised water and water of a similar

purity are made liable to the standard rate of tax. All water of similar purity to distilled water will now be subject to the standard rate of tax.

Most retailers will have decided which of the VAT special schemes they will adopt but the Chancellor pointed out some may now find the extension of zero-rating to the foods mentioned above will make it necessary to reconsider their choice of scheme. He said that those who want, or need, to change will be able to do so without difficulty, but there may be some who will be unable to do so in time for April 1. Customs and Excise are prepared to allow for this by giving retailers, where necessary, an extra three months after April 1 in which to make a change. Any retailer who thinks that he will have serious difficulties in changing his intended scheme, or needs extra time, should get in touch with his local VAT office.

The Government's price monitoring arrangements will "ensure that the consumer is treated fairly in the tax change. They will ensure that any net reduction in tax is passed on to the consumer and that any price increase is no longer than is justified by the tax change." Customs and Excise add that to assist shoppers, there will be an extensive publicity campaign starting next week which will give examples of a wide range of key goods and services showing how their prices may be expected to change.

## Boots quick off the mark

Boots Co Ltd on Wednesday advertised in the national Press that they were immediately cutting the prices of 300 products . . . "the first stage of a major price reduction programme between now and April 2".

## LIPSTICK: VALUE FOR MONEY ASKS 'WHICH?'

The March issue of *Which?* magazine, published by the Consumers' Association, criticises the law which allows cosmetics weighing less than 12g to get away without telling the consumer how much she is getting, commenting, "when three grams often cost over £1 this is wrong".

This was one of their conclusions in a survey on lipstick in which they weighed 81 brands of lipstick to tell how much the consumer gets for her money. Prices varied from 12p to £1.95. To test the difference, *Which?* gave 102 women two lipsticks each. Both looked the same, one much more expensive than the other, but repackaged in a holder identical to the cheaper brand.

Over half preferred the cheaper brand but nobody guessed to within 50p what the lipsticks actually cost. Of the 42 who spotted the expensive one, 28 thought it



Computer print-out of C&D's 10 per cent VAT Price List

## Bonus for C&D Price Service users

The announcement of a 10 per cent VAT rate means that users of the C&D price service will have accurate and up-to-date selling prices in their hands in good time for making April 1 adjustments.

The Price List they will receive will be in a new and more manageable format—the first to be produced by the computerised system C&D has been preparing during the past year. The great advantage of this system to subscribers is that future tax changes can be processed far more quickly than in the past.

Most manufacturers have provided 10 per cent VAT prices for the List to be issued later this month, and we urge those who have been reluctant to anticipate the budget to let us have their new prices as soon as possible. They may already have lost ground to their competitors!

cost less than half the price paid and the highest guess—75p—was about 50p short.

The reason testers preferred one lipstick to any other was usually related to greasiness said the report, and they commented that expensive brands do not necessarily perform better in this respect. They also found that 60 per cent of a sample of Consumers' Association members chose their lipsticks primarily on the basis of colour.

In their conclusions they advise consumers to think twice about buying an expensive brand, suggesting that her extra money might go on the "persuasive power of the classy name and fancy package". Instead, they recommend buying an expensive brand once but from then on transplant cheaper ones into the holder if they fit! *Which?* ends with the question "Whatever happened to refills?"



# Chemists caught in rush to implement 'Misuse' Act

Fears that chemists may be given insufficient time to implement proposed security and record-keeping regulations under the Drugs (Prevention of Misuse) Act 1971, were expressed by the Executive Committee of the National Pharmaceutical Union last week.

The Executive, which had been studying draft regulations circulated to interested parties, is seeking a joint approach to the Home Office with the Central Contractors Committee and the Council of the Pharmaceutical Society.

In view of the urgency, however, Mr J. Wright (NPU Group director) and Mr J. A. Goulding (publications officer) called at the Home Office on Tuesday—but were given little hope that the proposed timetable would be amended.

It is understood that the draft regulations lay down security standards for premises where controlled drugs are stored, including specifications for cabinets and safes.

## More stringent

The Act itself not only puts more stringent controls on existing Dangerous Drugs, but puts other drugs of potential misuse (eg amphetamines, phenmetrazine, methaqualone) under similar types of control. No fewer than 109 substances are listed and it is not yet certain how, or whether, these will be grouped together in sections, either for record-keeping or storage purposes—a point that is delaying any order being placed by NPU for the printing of new register sections.

The Executive is therefore pressing for the following six points to be observed:—

- ☐ Sufficient time should elapse for pharmacists to be informed about the requirements.

- ☐ Time should be allowed for the printing and circulation of drug registers.

- ☐ Enforcement of the new requirements on the writing of prescriptions should be as stringent as on their dispensing.

- ☐ Information should be given about exemption from exact security requirements that may be granted by local police.

- ☐ There should be arrangements for payments for any necessary structural alterations or the purchase of new cabinets and safes.

- ☐ Sufficient time must be allowed for pharmacists to obtain and install safes or cabinets or to make alterations before the regulations are enforced.

It is understood that the record-keeping controls will become operative in the late spring, and security requirements at the beginning of 1974.

As a result of its meeting with the Home Office on Tuesday, the NPU are being forced to make urgent—possibly emergency—arrangements to provide members with suitable register sections before the

operative date. It is also intended to approach equipment manufacturers to discover how soon they will be able to offer units complying with the regulations—though NPU doubts whether there will be time for all chemists to have the units installed before the proposed operative date. Comment, p305.

## Government awaiting vitamins report

At question time in the Commons, Mrs Sally Oppenheim asked the Secretary for Social Services whether he would issue warnings about the dangers of large doses of vitamins A and D.

Mr Michael Alison, Under-Secretary, replied "No at the moment. The Secretary of State is expecting to receive, shortly,

advice from the Medicines Commission whether there should be any restriction on the sale of over-the-counter medicines containing vitamins A or D, including need for requiring warnings to appear on the label. In the light of their recommendations, he will consider, in conjunction with the Ministry of Agriculture, Fisheries and Food, whether any action is required in relation to dietary supplements, other than medicines containing vitamins A and D."

## Old pharmacy to close

The old-established business of P. Stiles standing at the junction of The Square and Adam and Eve Street in Market Harborough, Leics is to close at the end of the month because of the retirement of Miss Margaret Stiles. Her father, the late Percy Stiles, founded the business and Mr Stiles took over on his death in 1957.

The closure will mark the end of an era for the building itself, as local records show that there has been a pharmacy there, in one form or another, for at least 200 years.

## Chemists' January sales

The retail sales indices for chemists in January were: all chemists 143 (+ 3 per cent) and independents 122 (+ 7 per cent). The figures for multiples and Co-operatives were not available.

## LONDON MAYOR LAUNCHES DRUGS CAMPAIGN

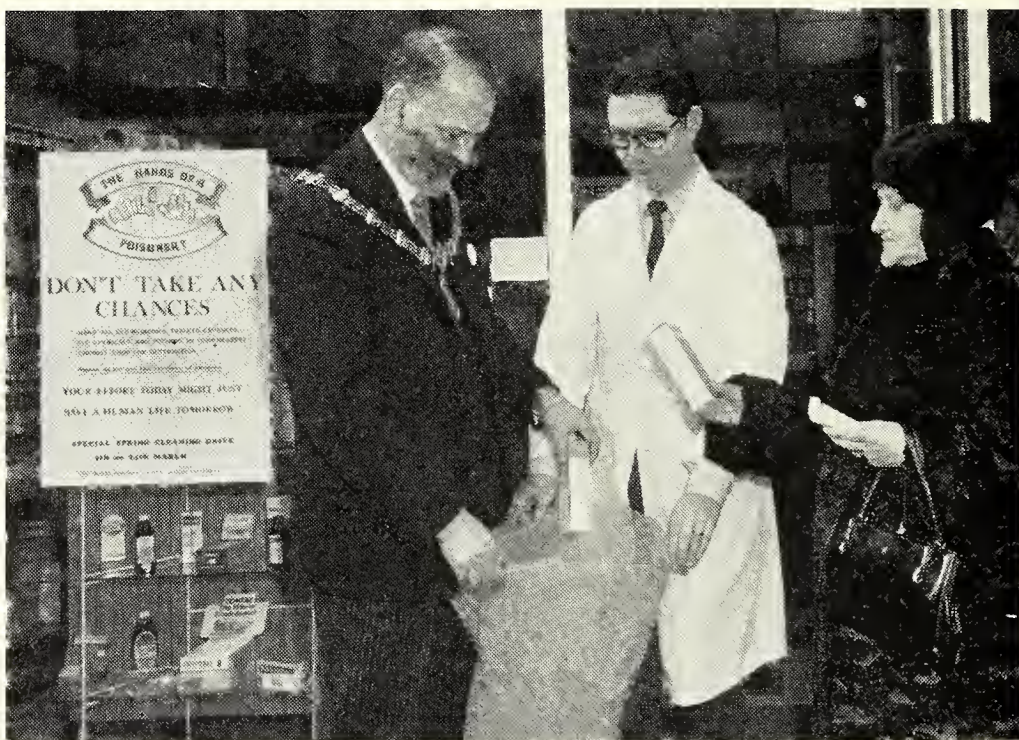
The Mayor of Kensington and Chelsea, Councillor Laurence A. Kenny, launched a "Disused Medicines" programme in the Royal Borough on Monday, at Clifford Evans Pharmacy, Ladbroke Grove, W11.

The campaign, organised by the Council's Health Service in co-operation with the Pharmaceutical Society of Great Britain, will call on residents to hand in disused drugs, weedkillers and poisons to any of the 50 chemists supporting the scheme.

ROSPA statistics show a rise in accidents occurring through the hoarding of old medicines and the campaign is designed to minimise this risk. Literature and posters will be distributed in doctors' surgeries, chemists and to schoolchildren to take home to parents.

The Royal Borough is the first in London to launch a campaign this year.

Recently Kent ran a similar campaign and collected 1½ million tablets and of a ton of other medicines and drugs.



The Mayor (Councillor Laurence A. Kenny) launches the Royal Borough's campaign. Here, Mrs Martha Foster (70) hands the Mayor old tablets and medicines which she has collected. Watching is Mr B. J. Masters, MPS, of Clifford Evans Pharmacy



# People

**Arthur Cockfield** who is to head the Price Commission to be set up by the Government as part of its counter inflation measures was at one time on the board of Boots Pure Drug Co Ltd. In fact he served the company for 15 years from 1952 being appointed finance director in 1953 and managing director in 1961. He was one of ten members of the former National Economic Development Council when it was set up in 1962.

**W. R. Deacon, MPS**, has retired this week as home sales manager of Glaxo Laboratories Ltd, after nearly 35 years' service. Mr Deacon joined Glaxo's home sales department as a medical representative in May 1938. He later served as northern area sales executive and as home sales executive, based at the company's Greenford headquarters, before taking up an appointment as home sales manager in January 1962. Mr F. C. D. Back, a director of Glaxo Holdings Ltd, and chairman of Glaxo Laboratories Ltd, presented Mr Deacon with a number of retirement gifts and a leather-bound album of photographs, signatures and good wishes.

# Appointments

**Merck Pharmaceuticals:** Mr G. I. James has been appointed UK marketing director; Mr K. R. Hubbarde UK sales manager; Mr J. Pollock field sales manager; Mr D. C. Henderson advertising manager; and Mr D. J. Lipop product manager (marketing).

**Schering Chemicals Ltd** have appointed Mr E. J. Cruickshank-Robb marketing director of their pharmaceutical division. He was previously marketing director with Ortho Pharmaceuticals Ltd and prior to that held a marketing executive position with Schering Corporation (USA) in Switzerland.

**White Laboratories Ltd** have appointed Mr P. J. Murphy their brand manager for Daybelline. Mr D. Hartnell has also joined as fashion make-up designer/P.R.

**J. A. G. Carmichael**, senior principal medical officer in the Department of Health and Social Security, has been appointed deputy chief medical officer in the Department.

**Mott & Moore** have appointed Mr W. P. Mession their regional manager for the Midlands and North of England. Mr Donald N. Moffatt has retired after 23 years' service with the company.

**Regent Laboratories Ltd** have appointed Mr Leon J. Godfrey their director of marketing.

# Topical reflections

BY XRAYSER

## Dyes

Under the heading "Company News" there appeared last week a paragraph intimating that Harshaw Chemicals, Ltd, Daventry, had acquired British Dyewood Co Ltd, Glasgow. Harshaw, in turn, is a wholly-owned subsidiary of Kewanee Oil Co of the US and there are, we are informed, Harshaw companies in Holland, France, Germany, Spain, Brazil, Mexico, Colombia and Japan. Whether, in due course, the Glasgow works will survive remains to be seen, but there are very sound historical reasons why there should be no such severance.

The paragraph sent me back to my shelf of bound volumes of the *Chemist & Druggist* and, with a stroke of luck, I found in three minutes what might have taken three weeks. It was a historical article on cudbear. I have not seen cudbear for some years, but as an apprentice I had a hand in making a proprietary phenol sodique, and my recollection is that the smell on boiling was unpleasant.

The article to which I refer, "Cudbear—the story of a pre-synthetic dyestuff"—was written by D. W. F. Hardie, PhD, and it was a perfect example of historical research which I commend as a model to any who have a bent in that direction. It traces the origin of the discovery of the dye to two brothers in the town of Leith, who patented their discovery in 1758. They were George and Cuthbert Gordon and the name cudbear derived from a Scots dialect form of the name Cuthbert. It was almost inevitable that they should at some time have association with Dr Roebuck, who was very active in industrial development in that period.

After a period of struggle, bankruptcy was the ultimate outcome but the Gordons eventually lent their knowledge and their services to a Glasgow firm owned by a Gaelic-speaking highlander called Macintosh who was making headway in various directions, eventually developing Turkey red.

## Concentration camp

As Dr Hardie states, George Macintosh was extremely shrewd. He built his dyeworks some little way out of the Glasgow of that time, building at the same time a village to house his employees. Since there was an association with David Dale, famous for his improvements in housing and conditions of work at New Lanark, one might imagine that Macintosh was an enlightened employer, were it not for the fact that he engaged as his workers people who could speak only the Gaelic tongue and surrounded both the works and the village with ten-foot walls. But as a precaution against "industrial espionage" it worked only for a time.

Dr Hardie also recalls that Charles Macintosh, son of the original George, was the discoverer of waterproofing, but while he had the credit and his name lives on there is little doubt that all that Macintosh did was to take out a patent on the original work of James Syme, surgeon, and father-in-law of Joseph Lister.

I hope that although there is no connection other than geographical between Cuthbert Gordon and British Dyewood, a tenuous association will remain. And I am grateful to "Company News" for sending me back to Dr D. W. F. Hardie and his fascinating piece of historical research, from which I have borrowed shamelessly. (*C&D*, Aug. 24 1957, p204 et seq.).

**Haarmann & Reimer Ltd.** have appointed Mr J. M. Palmer sales representative for their perfume compounds. He takes responsibility for the southern half of the UK.

**Eaton Laboratories**, have appointed the following regional managers. Mr Louis

Costello, for Scotland, Northern Ireland, Republic of Ireland and North-east England; Mr Kenneth C. Harris, South-west England, West Midlands and Wales; Mr Keith Trillwood, Southern England; Mr Perry Owen, North London and East Midlands; and Mr David Galloway, for Lancashire and Yorkshire.





# Philips two new Combined Health Lamps - mean glowing health to your customers glowing profits for you.

## **New Standard Combined Health Lamp is more powerful and more efficient.**

Get ready for a big customer rush on the new Philips Standard Combined Health Lamp. More powerful, more efficient, more effective in aiding tanning, healing and the relief of pain. Has all the advantages of ultra-violet and infra-red rays. Safe, reliable, time-saving – that's the new Philips Standard Combined Health Lamp **£14.95.**

## **New Philips de Luxe Combined**

**Health Lamp.** A built-in time switch and an on/off switch are just two of the convenience features on this luxurious combined health lamp plus the powerful, effective time-saving features of the Standard Philips Health Lamp. **£18.95.**

## **TWO MORE BEST SELLERS FROM PHILIPS**

### **Philips Ultraphil Health Lamp.**

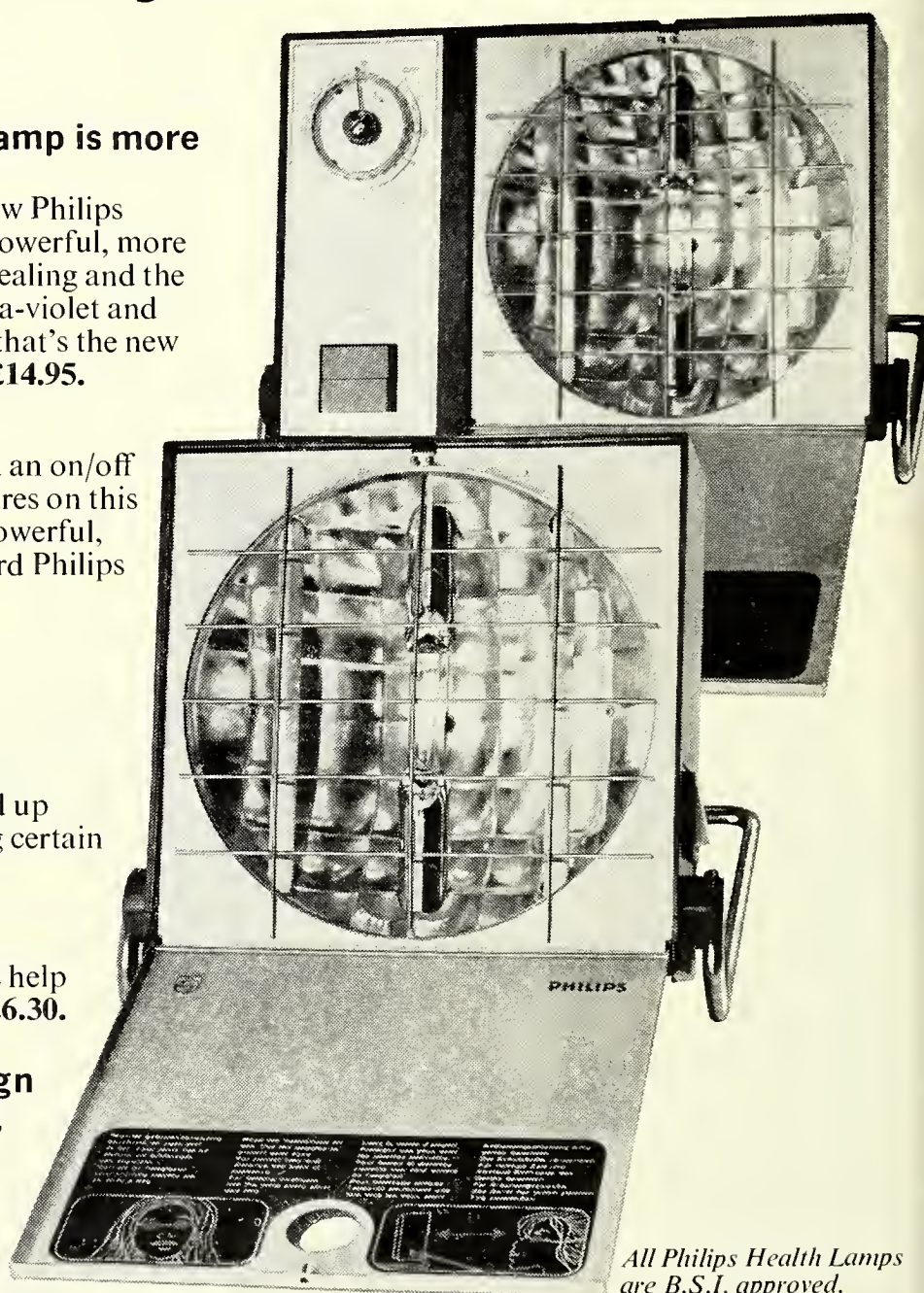
Internationally popular for helping to build up resistance against colds and flu and treating certain skin complaints. **£10.99.**

### **Philips Infraphil Health Lamp.**

The famous Pain Reliever. Infra-red beams help to heal and work fast and very effectively. **£6.30.**

### **Big consumer advertising campaign**

in Radio Times, TV Times, Weekend, Reader's Digest, Saturday Tit Bits, Punch, Daily Express, Daily Mail, Belfast Telegraph, Sunday Mirror and Glasgow Sunday Mail. Order your stocks now . . . and make sure of healthy profits!



*All Philips Health Lamps  
are B.S.I. approved.  
Suggested selling prices.*

**We want you to have the best. PHILIPS**



# Company News

## ICI's total sales up 11 per cent

Total sales of ICI Ltd, in 1972, were 11 per cent above 1971 at £1,694m. Over one-third of the increase was due to new subsidiaries.

UK sales of chemicals at £776m (against £704m) were affected by the company's observance of the CBI's undertaking on price restraint and latterly by the price freeze. Overseas sales rose from £820m to £918m.

Profit before tax and grants came through at £141m (£130m)—the first quarter produced £21m (£41m); second £35m (£42m); third £41m (£24m); and fourth £44m (£23m).

Trading profit of general chemicals was £304m (£282m) and for pharmaceuticals £39m (£33m).

Over the last five years total pharmaceutical sales have more than doubled. New drugs are becoming increasingly difficult and expensive to discover; the search will be broadened when a major extension to the laboratories is opened early in 1973. Planned research expenditure for the year is £7½m, the directors state.

## Record results for Warner Lambert

Warner Lambert Co have recommended a two-for-one stock split of its common stock and also announced plans to increase the second quarterly dividend.

The fourth quarter and full year sales and earnings of the company were at record levels. The fourth quarter of 1972 was the best quarter in the company's history in both sales and earnings. Sales were £385.9m, an increase of 10 per cent. Net earnings were \$31.9m, an increase of 13 per cent over 1971.

Sales for the full year 1972 increased 1 per cent to \$1,487.5m compared with 1971 sales of \$1,346.0m. After tax earnings were \$122.6m compared with \$108.0m in 1971, an increase of 13 per cent.

## Duphar split their marketing activities

Duphar Laboratories Ltd have created three clearly-defined departments each reporting to the managing director, Peter Hamilton. They are the product and marketing department, headed by Mr Peter Townson; sales department, headed by Mr Ken Eastham and medical department, headed by Dr Tom Smith.

Among other appointments made are product managers, Mr T. Lister, Mr P. Goldsworthy, and Mr E. Mu'Ammar, MPS; assistant product manager, Mr P.

Wise; isotope services consultant, Mr Peter Walton; Mike Ruxton, MPS, has been appointed clinical research associate.

## Medical team visits China

A Glaxo medical team flew to China at the weekend to present work in asthma therapy and antibiotics. During their 10-day stay, at the invitation of the Chinese, the three-man team will visit Peking and Shanghai. They are Dr G. Roux, head of medical division, Glaxo Holdings Ltd, Dr P. Muggleton, director, Glaxo Research Ltd, and Dr D. Jack, research director, Allen & Hanburys Ltd.

## Proposal for remaining Ashe shares

The directors of Ashe Chemical Ltd have announced a proposal to acquire the outstanding minority in the company by means of a "scheme of arrangement". The outstanding shares are to be cancelled and in consideration International Telephone and Telegraph Corporation who own over 93 per cent of Ashe will pay to holders of such shares the sum of 53p cash for each share—the same price as that originally offered.

## I & N Rabin to move to larger premises

I. & N. Rabin Ltd, who have been established as pharmaceutical wholesalers in Shoreditch High Street, London, for 25 years, will move during the summer to modern premises in Orsman Road, N1.

Mr Nathan Rabin, managing director of the company, says that the move is overdue. "We have achieved wonders in 5,000 sq ft of space; our new premises will provide a total of 15,000 sq ft, 10,000 of them on the ground floor."

The new warehouse will be fully stocked and operating before the move, so that there will be no interruption in the company's service to its customers.

## Photopia profits nearly double

Profits of Photopia International expanded to £201,275 against £101,012 in the half year to October 31. Turnover was £1.7 compared with £1.1.

The sales increase, according to the directors, has been more than maintained in the first four months of the second half. Earnings per 25p share show an increase from 5p to 9.9p. The interim dividend is 3p (gross (2.1p net) as forecast.

## United Africa changes

The name of the United Africa Co Ltd has been changed to UAC International Ltd, simultaneously with a regrouping of its interests. The principal operating associated companies in Britain will be redesignated divisions under the new name. Thus United Africa Chemists Ltd becomes the medical division.

## Bayer profits up 25%

Net profits of Bayer AG, Leverkusen, West Germany, rose by 25 per cent last year to DM327m. Consolidated worldwide sales were up by 8.5 per cent to DM12,930m.

In a letter to shareholders, which makes no mention of a dividend, the company states that net profits as a percentage of turnover are now back to the 1970 level of 4.8—up from 4.2 in 1972.

## Board changes at Johnsen & Jorgensen

Mr I. B. Thronsen retired as chairman of Johnsen & Jorgensen (Holdings) Ltd at the end of February. He remains on the board as a non-executive director.

The new chairman, Mr J. C. Jorgensen, 49, has been a director since 1949 and deputy chairman for the last two years. He has also been managing director of the merchanting company, Johnsen & Jorgensen Ltd. Mr D. M. Curtis has been appointed a director of Johnsen & Jorgensen (Holdings) Ltd.

## Norcros' better year

Record earnings were achieved by Norcros in the year to November 26, 1972. Sales rose from £37.65m to £44.1m, trading profit was up from £3.94m to £5.11m and the balance before tax from £3.64m to £4.77m. The current term prospects are said to be "excellent".

### Briefly

**A. Procter & Son Ltd**, 6 Station Parade, Eastbourne, Sussex, have taken over the business of Arthur Mills (Chemists) Ltd, 69 High Street, Polegate, Sussex.

**Mr T. E. Searle**, FPS, is to take over the business of Arthur Mills (Chemists) Ltd, Orchard Parade, The Triangle, Lower Willingdon, Sussex.

**National Cash Register Co's** Dayton worldwide headquarters reported a net loss in 1972 of \$59,612,000, compared with a net income of \$2,131,000 in 1971. A profitable 1973 is forecast.

**Boots Ltd** have been given planning permission for the extension of their branch at High Street, Kirkcaldy, Scotland, where a town shopping centre is being developed.

**Or-Lem Ltd** have changed their name and address to Wolverhampton Minerals Ltd, Crown Street, Wolverhampton, Staffs. (Tel: Wolverhampton 24951.)

**Mawson & Proctor Pharmaceuticals Ltd** have moved to Kingsway South, Gateshead NE8 1YX (telephone: 872111).



# Trade News

## New trading structure for Barclay

Barclay & Sons Ltd have announced changes in their trading structure in the Midlands area.

All depots of Wyleys, Haywood Pharmaceuticals and Reynolds & Branson will continue to use those names but will operate within Barclay & Sons Ltd. All branches of Jaynox, except Birmingham, will now operate as Barclay & Sons Ltd. For the time being, there will be no changes in the South Wales and Lincolnshire depots of Bertram Griffiths and Fairbank Kirby, as well as Hyde & Entwistle. The changes take effect immediately.

The headquarters of Barclay & Sons Ltd, have now moved to PO Box 55, Sheffield SL3 9LW.

## Mint Close Up goes national

Close Up, the red gel toothpaste launched last year by the Unilever toiletries subsidiary, Elida Gibbs Ltd, Portman Square, London W1, is to be joined by a new "strong peppermint" variant with a green colour. The variant, Strong Mint, Close Up green, which has been test marketed in the Midland TV area since March last year, is identical in formula to Close Up red, except that it is clear green in colour and has a strong peppermint flavour.

The new variant, say Elida Gibbs, is to be treated very much as a "twin" to the red product and will therefore be launched in four sizes, identical to the current red range and with the same recommended retail prices.

The company claim the Midlands test market results have indicated that the addition of green can push Close Up's share of the market to over 16 per cent

(10 per cent red, 6 per cent green).

On promotion Elida Gibbs will spend £500,000 on TV split £100,000 worth for green at the initial introduction stage, followed by £400,000 of dual colour advertising. There will also be national couponing and sampling for the variant.

## Vapona trade competition

Shellstar have launched a Vapona Bermuda weekend trade competition which offers retailers a chance to win two of the 110 luxury weekend prizes. The competition is open to every chemist mounting displays of Vapona, claimed to be the biggest selling "slow-release" fly killer. Representatives from Smith & Nephew (distributors of Vapona) Bessemer Road, Welwyn Garden City, Herts, are already accepting entrants for each of four draws to take place on the first day of May, June, July and August.

## New Janssen packaging

Janssen Pharmaceutical Ltd, Saunderton, High Wycombe, Buckinghamshire, are introducing new package designs for their products following the format of the package designs introduced by the parent company making for international uniformity. The new packages will be phased in over the next few months and the first product to be affected is Operidine.

## Sednine packs

Allen & Hanburys Ltd, Bethnal Green, London E2 6LA, have cleared all stocks of Sednine in bottles of 2 l. No further orders can be accepted. Sednine will continue to be available in bottles of 150 ml.

## Almond Creme rinse sachet

Almond Creme rinse from Wella GB Ltd, Wella Road, Basingstoke, Hants, which was introduced last Autumn in a flip-top bottle is now also available in a one-treatment sachet (£0.6). The new sachet follows the same colour scheme and design as the bottle which is labelled in grey and sugar almond pink with an almond blossom design on the front.

## Additional size Iotox

Iotox, a weedkiller specially recommended for the control of speedwell in lawns, is now available in packs of 4fl oz (£0.35). Previously it was available only in large packs suitable for professional use.

The 4fl oz pack is sufficient for 160sq yds, and recommended treatment is to apply Iotox in spring and again in autumn if infestation is severe.

Iotox packs are supplied in outers of twelve and further information is available from the horticultural sales division, May & Baker Ltd, Dagenham, Essex.

## Amendments

In last week's Hair Colouring Special it was said that the Twice as Lasting lightener from Roja had five shades. It is the Twice as Lasting with Colour Livener, a temporary colourant, that has five shades but there is only one lightener.

In the same issue Nestle's Colortint was described, by our definition, as a traditional semi-permanent. However, Nestle have pointed out that their Colortint will last from one to three shampoos only, which they consider "temporary". The method of application is not to shampoo in but to apply with a toothbrush or a stick swabbed with cotton wool on partly-dried hair.



The new children's bubble bath, Super Matey, from Nicholas Products is presented in a 340cc blue and orange bottle with a "sailor" design and contains enough for 20/25 baths (see last week, p205)

## Regent gloves pack changes

LR Industries are making changes to their Regent surgeons' disposable glove pack in order to develop an international approach and create a common design which will be used throughout the many countries to which they export. The brand name is changed to Regent Dispo and the colour of the surface design will be predominantly orange. The unit size of the transit outer, which will be increased to 50 pairs to conform with decimalisation.

LR Industries Ltd, North Circular Road, London E4 8QA emphasise that the changes are confined to the packaging only. The gloves themselves remain unaltered.

## Larger Ceporex

Glaxo Laboratories Ltd, Greenford, Middlesex, announce the introduction of packs of 500 Ceporex capsules 250mg and 500 Ceporex tablets 250mg at a price to retailer of £60.25 per pack.

## Drugs wall chart

Cambrian Chemicals Ltd, Beddington Farm Road, Croydon, CRO 4XB, have available a new 30 x 48in wall chart providing a summary of drugs currently misused. Risks of abuse, methods of use and symptoms of abuse and withdrawal are given for twenty-six drugs, which include nicotine and alcohol, enabling the other drugs to be related to those which are socially accepted.

Under the risks of abuse section each drug is given a numerical rating which allows ready comparison of one drug with another. Slang terms and physical signs of usage are listed, and each drug is classified according to the 1971 Misuse of Drugs Act. Some interesting statistics about drugs are given, and in a definitions section some of the terms used on the chart are explained.

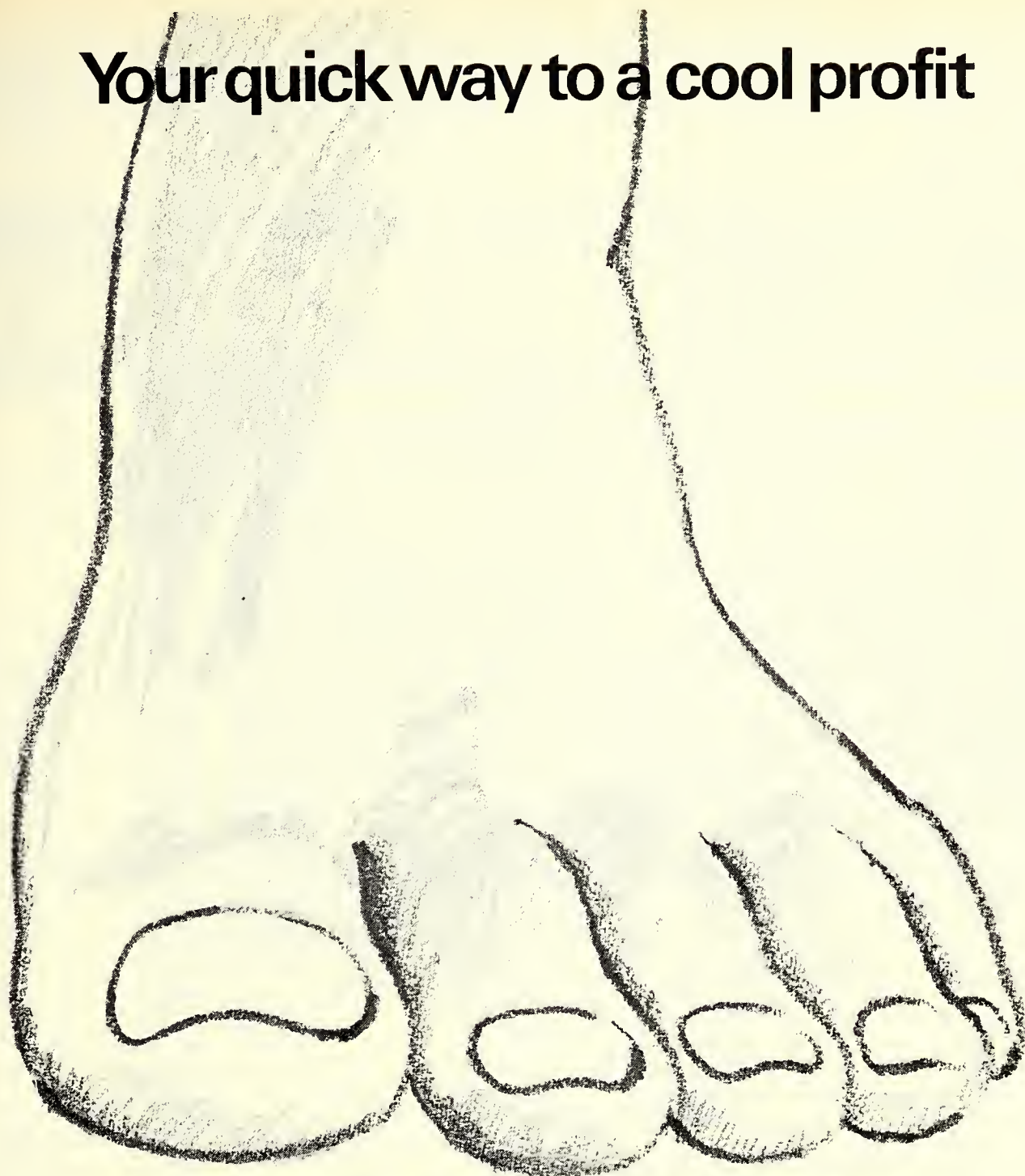
The chart is expected to be useful to those involved with the drugs problem. In two basic colours, with stiffeners and wall mounting clips, price £4.90 including postage.



Dry Look, an aerosol hair groom for men, and Foot Guard, an aerosol foot deodorant, are two new products from Gillette Industries (last week, p205). Dry Look is in a brown can for normal hair and a black one for difficult hair; while Foot Guard incorporates the "Right Guard" name on the green can.



# Your quick way to a cool profit



## New Radox Foot Spray


Reformulated – contains no hexachlorophene



- \* Be ready for the big warm weather demand – ORDER NOW
- \* Powerful advertising starts in April
- \* Backed by RADOX brand name

- \* Instant relief for tired, aching feet
- \* Guards against athlete's foot
- \* Soothes and deodorises

Nicholas Products Limited, 225 Bath Road, Slough, Bucks.

A Nicholas  Product



# Someday, somebody you stock as ag

**Someday, somebody will make  
a better disinfectant than this**



**We're working on it**

An IZAL Product Thurncliffe, Chadderton, Sheffield S30 4PP Telephone 0742 5 2071



**I promise  
to kill  
nasty  
dustbin  
smells  
and flies.  
Dead.  
Quick.**



**Izal Products get the brand leader treatment this year.  
Advertising that really communicates.  
In terms of what it says.  
And where it says it.  
Get the message up above.  
Grasp the information that follows. Then  
take stock of the action you'll be taking.  
Aggressive, we presume?**

ZAL PINE DISINFECTANT ads (in stunning full page full colour format) appear over 71 million times before Britain's housewives. 'Living', 'True Magazine' and another half dozen top calibre magazines plus Daily Mirror unforgettably promote ZAL as Britain's leading disinfectant.

ZAL PINE FRESH DUSTBIN POWDER lifts the lid on a housewife audience of 161½ million. Peak Season publicity in 18 magazines plus Daily Mirror, Sun, News of the World and Sunday People must add up to a summer sellout.



# will sell the products essively as this

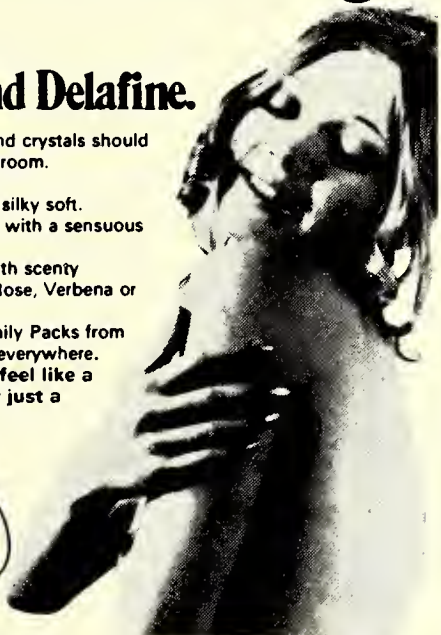
## Every bath should have three things

hot, cold and Delafine.

Delafine bath salts and crystals should be on tap in every bathroom. To soften the water. To smooth your skin silky soft. And to surround you with a sensuous perfume.

Match your mood with scented Delafine in Lavender, Rose, Verbena or Cologne.

In Economy and Family Packs from Chemists and Grocers everywhere. Delafine makes you feel like a million dollars — for just a few pence.



An IZAL Product Thorncliffe, Chapeltown, Sheffield S30 4YP Telephone 0741 5 3171



It runs  
rings round  
gritty  
powders

Never use a harsh, gritty powder on precious bath enamel. Use IZAL Bath Cleaner — it's something rather special. IZAL Bath Cleaner dissolves tides marks, puts a gleam back on tiles, polishes stainless steel scratch-free. An effortless wipe, a quick rinse, and your bathroom is as beautifully clean as you are. And all it leaves behind is an inviting tang of freshness. Just you try it.

From Timothy Whites, larger branches of Boots the Chemist, ironmongers and hardware stores.

An IZAL Product Thorncliffe, Chapeltown, Sheffield S30 4YP Telephone 0741 5 3171



## Thawpfit unmarks the spot

Keep Thawpfit handy and you'll save a mint on dry-cleaning. Thawpfit lifts out grease and oil stains fast.



helps keep clothes spotlessly clean.

Get Thawpfit **today** from Chemists and Department Stores everywhere.

An IZAL Product Thorncliffe, Chapeltown, Sheffield S30 4YP Telephone 0741 5 3171



# We're working on it

Requisition stocks NOW!

DELAFINE Bath Salts and Crystals advertising presents a memorable story (with 211½ million exposures) to the housewife readers of 12 magazines and Britain's two top circulation Sunday newspapers.

THAWPIT cleans up the spot cleaner market with 74¾ million opportunities to see in the News of the World. Careful you're not cleaned out every Monday!

IZAL Bath Cleaner runs rings round the opposition with its cautionary headline collecting almost 90 million housewife exposures — readers of Britain's top-selling weekly and monthly women/home interest magazines.

**Total housewife exposure 608,079,000**  
**Effect? You tell us.**

An IZAL Product Thorncliffe, Chapeltown, Sheffield S30 4YP Telephone 0741 5 3171





# VAT -

## Purchase Tax Rebate Scheme

H.M. Customs & Excise Notice No. 748, which has now been sent to all persons registered for Value Added Tax, lays down the principles of establishing the Purchase Tax element in stocks held on March 31st 1973.

We believe that many pharmacists will wish to support their Claim for Purchase Tax Rebate by carrying out a physical stocktaking of goods subject to Purchase Tax on March 31st or during the previous few days.

To make this work as straightforward as possible, while at the same time producing records which can be presented to H.M. Customs & Excise should they be asked for, we have printed the following documents—

Covering letter stating the principles involved

Stocktaking forms and Summary Sheets

Classification of goods into Purchase Tax classes

Recommended gross profit margins on main groups of goods  
subject to Purchase Tax

Notes on re-pricing of goods subject to VAT after April 1st

These forms and information will be despatched to all customers of Macarthy's Ltd., Martindale Samoore Ltd., and H. B. Dorling Ltd. through our normal distribution services to arrive at least a week before March 31st. Private retail Pharmacists other than our own customers are cordially invited to contact Mr. D. A. Savory, Macarthy's Ltd., Chesham House, Chesham Close, Romford, Essex (Romford 46033) who will be pleased to forward a set of documents to them by post free of charge.

The changeover to VAT is a difficult time for us all—we hope that this service will make the job a little easier!

*Macarthy's* <sup>Limited</sup>



# New products and packs

## Cosmetics and toiletries

### Beer goes to the head

Malt-enriched hair groomers for men, launched by Aramis, comprise three special grooming agents "to provide hair with lustre, body and strength". The company say they have taken the malt content out of beer because of "it being recognised as having beneficial properties for the hair".

Malt-enriched shampoo (£1.75), which comes packed in a plastic bottle, is mild enough for daily usage but, say Aramis, strong enough to remove dirt and excess oils. Malt-enriched hair control (£1.75) should be combed through after shampooing and is claimed to strengthen and texturise hair strands. The third grooming agent in the range is malt-enriched hair thickener (£1.50) which is said to provide fullness and body for thin and/or fine hair without "making it feel like steel wool!" (Aramis Ltd, Estee Lauder Cosmetics, 71 Grosvenor Street, London W1).

### New Dior shades

Christian Dior has created a new range of lip and nail colours called Les Aventures which, they say, "evoke an image of the sophisticated traveller confident of her new-found elegance and beauty". The new nail enamels are 459 Tokaido Express (a deep red), 477 Train Bleu (a blue red), 481 Pacific Express (camelia red) 484, Trans-siberian (garnet red) and 487 Shanghai Express (a purple red). The lipsticks range contains two new shades to tone with nail enamels: 81 Pacific Express and 87 Shanghai Express (Parfums Christian Dior Ltd, Avis Way, Newhaven, Sussex).

### Aerosol setting lotion

Elida Gibbs are launching an aerosol setting lotion as part of their Sunsilk range. Sunsilk setting lotion spray (£0.28) comes in four variants for dry, normal, greasy or flyaway hair; with 8 to 10 sets in each can. The company is planning to support the launch with substantial advertising (Elida Gibbs Ltd, Portman Square, London W1).

## Slimming

### Nutriplan meal substitute

Nutriplan, from Smith & Nephew Ltd, is a new slimming aid. A meal replacement in soup form, Nutriplan is made instantly in the bowl by adding boiling water. It is available in three flavours: country tomato, thick vegetable and oxtail; each meal containing less than 85 calories, 8 vitamins and minerals (in quantities giving over half the daily requirement) plus, say

the makers, a completely natural ingredient which satisfies the appetite by making the slimmer feel full. Each pack contains three sachets, all of one flavour or one of each flavour (£0.39). Smith & Nephew are offering a launch offer of one free meal per pack to be followed by premium offers of a yoghurt maker and a pair of electric scissors (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts).

## Nutrition

### Low-residue total diet

Eaton Laboratories have introduced "the first of a new generation of elemental nutritional diets". Vivonex elemental low-residue diet is a vanilla-flavoured powder which is reconstituted with water to provide complete nutrition by mouth to many patients who previously could be fed only by parental alimentation.

The product was originally developed to

provide a means of feeding astronauts without the problem of waste matter disposal. Elemental diets are composed of basic food elements which are so completely absorbed and digested that little, if any residue remains.

Vivonex, which will be promoted only to hospitals, initially, may be used as total oral nutrition or as an easily assimilated diet when the ability to digest or absorb nutrient is impaired. It contains amino acids (no proteins or higher breakdown products), simple sugars, essential fat, vitamins and minerals.

The product should be introduced gradually, but the average adult will require six packets per day. Hospital price is £4.91 per carton of six 80-g packets (Eaton Laboratories, 125 High Holborn, London WC1V 6BR; distributors Smith Kline & French Laboratories Ltd, Mundells, Welwyn Garden City, Herts).



# Prescription specialities

## CANESTEN cream and vaginal tablets

**Manufacturer** Bayer Pharmaceuticals Ltd, Haywards Heath, Sussex RH16 1TP

**Description** White cream containing 1 per cent clotrimazole. White unmarked convex vaginal tablets each containing 0.1 g clotrimazole

**Indications** Broad spectrum antifungal and trichomonacide recommended for the treatment of: *Cream*: All dermatomycoses due to dermatophytes, yeasts, moulds and other fungi; skin diseases showing secondary infection with these fungi. *Vaginal tablets*: Leucorrhoea, vulvo-vaginitis and vaginitis due to fungi—mainly Candida and/or Trichomonas

**Dosage** *Cream*: Should be thinly applied 2-3 times daily to the affected areas and rubbed in gently. Treatment should be continued for at least one month for dermatophyte infections, pityriasis, erythrasma and at least two weeks for Candida infections. To prevent relapse, treatment should be continued for at least two weeks

*Vaginal tablets*: One should be inserted daily, preferably at night, for 6 consecutive days. Treatment may be continued for 12-14 days if necessary. The partner may also be treated with clotrimazole cream to prevent re-infection

**Side effects** A few patients may briefly experience mild burning or irritation immedi-

ately after applying the cream or inserting the vaginal tablets. Very rarely a patient may find this irritation intolerable and stop treatment

**Storage** Vaginal tablets should be stored in a cool place

**Packs** Cream in tube of 20 g £0.67 trade. Vaginal tablets, 6 tablets in aluminium foil with applicator (£0.64 trade)

## PARA-SELTZER tablets

**Manufacturer** Wander Ltd, 42 Upper Grosvenor Street, London W1X 0AL

**Description** White, round, flat effervescent tablets, each containing paracetamol 500 mg and caffeine 20 mg. Each tablet also contains 490 mg sucrose

**Indications** Relief of mild to moderate pain associated with rheumatism, backache, toothache, muscular aches and period pains, and all types of headache. To help lower temperature and relieve symptoms of feverish colds and influenza

**Dosage** Adults, one or two tablets to be dissolved in a third to half a tumblerful of water every four hours as required. Not more than eight tablets in any 24-hour period. Children 6 to 12 years, half to one tablet to be dissolved in half a tumblerful of water every four hours as required. Not more than four tablets in any 24-hour period

**Precautions** Should be given with care to patients with impaired kidney or liver function

**Side effects** Mild and infrequent at the recommended dosage. On occasion, haematological reactions have been reported

**Storage** In the original container, tightly closed, in a cool dry place

**Packs** Dispensing pack of 100 (5 tubes of 20) (£1.27 trade + £0.31 tax)

**Issued** March 1973



# Promotions

## Gillette's Casual and the Zodiac


Casual, the permanent hair colourant from Gillette, is the subject of a new £75,000 national promotion. Centre point will be a free, 48-page book written by the astrologer, Katina, called the "Zodiac Beauty Guide". Supporting the promotion, Gillette is taking full-page advertisements in women's weekly and monthly magazines with some advertisements being placed alongside the regular astrology page. Advertisements and special leaflets available on in-store showcards contain coupons for mail-in, together with proof of purchase, for a free copy of the book (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).

## Cosmo Supergirl and Wella

Wella are joining forces with *Cosmopolitan* magazine to find the 1973 Cosmo Supergirl. Posters announcing the contest are being issued to Wella stockists but the actual entry forms for the competition are printed in *Cosmopolitan*. The competition to find the 1973 Supergirl will be in the March, April, May and July issues of the magazine, and the final winner will be chosen out of six finalists at a celebrity lunch in London. The first prize will include a trip, as Wella's guest, to Tokyo, Sydney, Honolulu and New York and a year's haircare from Wella at a local Wella hairdresser. The ten runners-up will receive

One of the posters being issued to Wella stockists announcing the competition

**WELLA**  
THE LARGEST HAIR COMPANY IN THE WORLD IS HELPING TO FIND THE  
**1973 COSMOPOLITAN SUPERGIRL**



THIS COULD BE YOUR CHANCE TO BECOME THE 1973 COSMO-SUPERGIRL AND BE THE LUCKY WINNER OF A ROUND THE WORLD TRIP BY BOAC Earthshipper TO FRANKFURT, TOKYO, SYDNEY, HONOLULU AND NEW YORK STAYING AT ALL THE TOP HOTELS HOSTED BY WELLA.

Prizes from Wella:  
£200 wardrobe in pure new wool from the International Wool Secretariat  
Plus A diamond ring designed by Ernest Blyth & Frances Beck worth £150  
Plus A dress from Zandra Rhodes  
Plus Make up from Estee Lauder worth £50  
Plus A set of luggage from Candotti worth £50  
Plus Plus A year's hair care from Wella, available at your local hairdresser

TEN RUNNERS-UP WILL RECEIVE £10 WORTH OF WELLA HAIR CARE PRODUCTS AND A BOTTLE OF ADAGIO PERFUME BY FIONA SANDS

**GET YOUR COPY OF COSMOPOLITAN NOW FOR THE ENTRY FORM**

**WELLA**  
WE KNOW ABOUT HAIR

£10 worth of Wella haircare products and a bottle of Adagio perfume by Fiona Sands (Wella GB Ltd, Wella Road, Basingstoke, Hants).

## Money-off with Andrex/Scotties

Andrex and Scotties are being linked in the "largest ever promotion" mounted by Bowater-Scott with an on-pack "save 12½p offer" throughout March and April. Consumers are given a choice of three alternatives to obtain the 12½p plus 2½p towards postage with either five Andrex and two Scotties special panels; four offer panels from Scotties packs; or eight wrappers from Andrex. The offer, say Bowater-Scott, is designed specially to attract new users and to stimulate repeat purchase. Display material, including headboards and shelf strips is available (Bowater-Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1).

## Givenchy Spring special

Parfums Givenchy have introduced a special 10z eau de toilette offer in their two classic fragrances: L'Interdit and Le De Givenchy. Each spray (£1.25) is presented in a cellophane-wrapped screen-printed box in colours corresponding to the standard packs. The sprays are packed in boxes of 12 and initial orders for 48 units are supplied with a grey styrene merchandiser to hold 12 of each fragrance. A tester for each fragrance is built into the front of the stand (Parfums Givenchy Ltd, Riverdene Industrial Estate, Molesey Road, Hersham, Walton-on-Thames, Surrey KT12 4RG).

## Consumer offer

□ Every purchaser of Roger & Gallet's Jasmin talcum powder and Jasmin soap presented in a travel pack will receive a free "fob watch" designed bottle of their eau de Cologne, retail value £0.31 (Roger & Gallet Ltd, 16 Lettice Street, London SW6).

## on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Askit powders:** Sc, G

**Balanced Care hairspray:** All areas

**Caroline disposable nappies:** M

**Close Up:** Y

**Falcon:** Ln, M, A

**Fiesta:** U, E

**Head and Shoulders:** All except E

**Harmony hairspray:** All areas

**Old Spice:** All areas

**Signal:** All areas

**SR:** All areas

**Sunsilk hairspray:** All areas

**Three Wishes foam bath:** All areas

**Vicks Sinex:** All except U

**Wilkinson Sword:** All areas

**Zoflora:** M



# Books

## The Pharmaceutical Industry

*Dun & Bradstreet Ltd and Economists Advisory Group* (jointly) Adelaide House London Bridge, London EC4. 12 x 8½ in pp43 + appendix xvi £10

All-in-all the prospects for the pharmaceutical industry in Britain are very good say the authors of *The Pharmaceutical Industry*. They believe that although research spending in Britain is small in relation to the world total, the disproportionate success which it has achieved in recent years highlights the fact that it is in this field that the home-based industry has its greatest potential but her future success must depend upon continuing innovation.

The book states that high overall profitability in the industry has to be set against high economic and political risks. Competition in creativity and success depends upon high risk research.

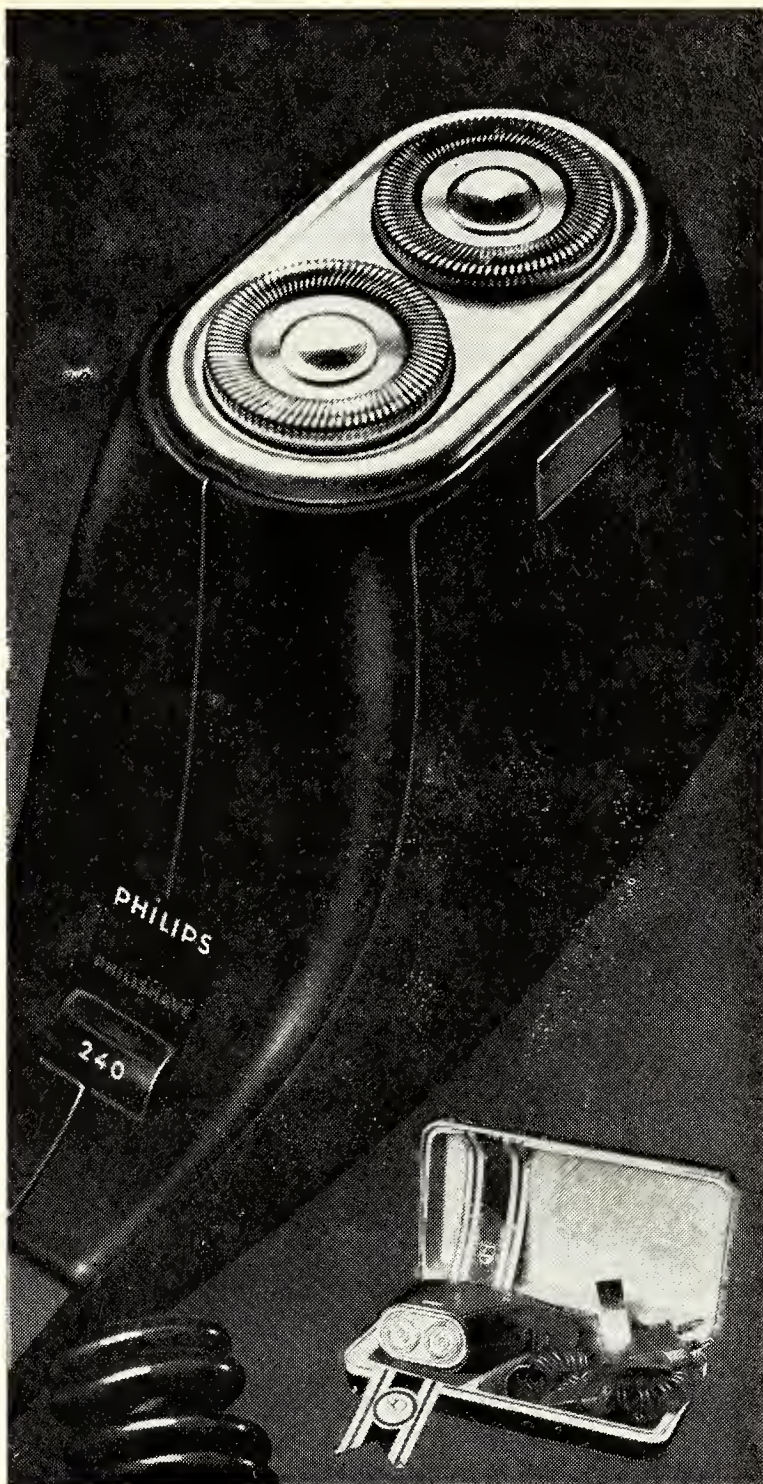
The voluntary price regulation system is discussed with particular reference to the effect on the industry of even more stringent VPRS or even possibly a state-owned sector as forecast at the Labour Party's annual conference last September.

A large section of the appendix is devoted to notes on the principal pharmaceutical companies operating in the UK 1970-71. Since official reports for 1972 have been analysed it is a pity that the information on companies could not have been more up to date. For example Berk Pharmaceuticals Ltd included among British companies was acquired by the U.S. Revlon group in June 1971.

The book is one of a series of industry profiles prepared by Economists Advisory Group, an independent consultancy and has been prepared by M. H. Cooper, reader in Social Economics, University of Exeter and A. J. Culyer, assistant director, Institute of Social and Economic Research, University of York, together with EAG.

Mr Cooper is well known for his book "Prices and Profits in the Pharmaceutical Industry," published in 1966 and more recently for the study last year in conjunction with A. J. Cooper on international price comparison of pharmaceutical chemicals for the National Economic Development Office.





## HOW PHILIPS ARE INCREASING THE POPULARITY OF THE PHILISHAVE.

This Spring we're going to launch a national advertising campaign to promote the Philishave Popular and Standard – our lowest priced mains shavers.

You can see the campaign in the popular press: The Sun and Daily Mirror with their combined daily circulation of some 7,589,000.

We're directing it at the young. In other words, first-

time shavers who may not be able to afford the most expensive electric shaver but who certainly can't afford old-fashioned wet shaving methods either.

In fact, the Popular and Standard have the same advanced shaving system as all the other Philishave Electric Shavers, yet are still the lowest priced mains models in the range: one

very good reason why we're featuring the selling price of the Popular – only £7.52 – in large type on the headlines of all our advertisements. Also featured is the Standard at £8.70. So stock these Philishaves now. And increase your own popularity.

**We want you to have the best.**

# PHILIPS

*Suggested selling prices*





# The 30-s





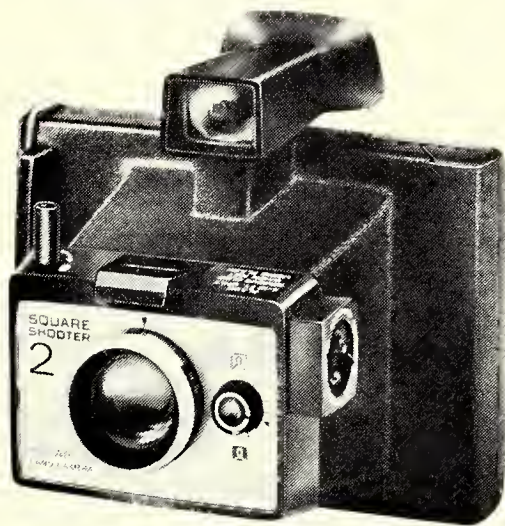
# cond sale.

In less time than it takes you to read this advertisement, you can perform a camera demonstration so persuasive it closes the sale. Hand your customers finished black-and-white pictures of themselves in just 30 seconds, 60 seconds if you shoot in colour. Then help them decide which Polaroid instant picture camera model they want. Here are the four most inexpensive models in our line:



**Super Swinger under £7\***

The Super Swinger, already selling in the hundreds of thousands, represents to your customers a first and low-cost entry into the wonder world of instant photography. Featuring a built-in photometer and a built-in flash using low-cost AG-3 bulbs.



**Square Shooter 2 under £14\***

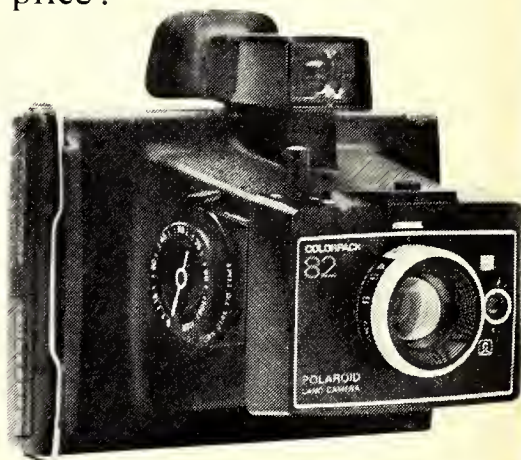
Our most inexpensive colour capable only camera using Polaroid Type 88 square format film. Features an electric eye and electronic shutter for correct exposures. A triplet lens for sharp, beautiful pictures. A flash-gun, built into the camera which uses four-shot flashcubes. There's also a five-foot range-finder right in the viewfinder to help you judge accurately the distance of most shots.



**Colorpack 80 under £17\***

Our inexpensive and versatile colour and black-and-

white camera accepting both Type 88 and 87 film. It has the same sophisticated exposure system as the Square Shooter 2 featuring a sharp 3-element lens and uses 4-shot flashcubes. And who else offers an electric eye and electronic shutter at this price?



**Colorpack 82 under £19\***

This new camera has all the features of the Colorpack 80 plus a clever built-in development timer. Both cameras make an ideal trade-up for the customer who wants something "a little bit better."


## Four Polaroid instant picture cameras: under £19



\* Recommended retail price

"Polaroid" and "Swinger" are trademarks of Polaroid Corporation, Cambridge, Mass., U.S.A.  
Polaroid (U.K.) Ltd., Rosanne House, Welwyn Garden City, Herts.





## Lastolita's new line in maternity tights moves with the times.

Lastolita continue to improve their range of superfine elastic tights and stockings for maternity wear. The latest addition to their already famous range are maternity tights with an adjustable waistband.

Comfort is essential during pregnancy. The new tights are designed to be personally adjusted to exactly the right fit throughout the complete nine months—and they are attractive enough to be worn again after pregnancy. They give the constant support for which Lastolita are famous.

And of course, the whole Lastolita

range of maternity tights have the unique elastic fishnet panel which adapts itself to the growing figure of the mother-to-be. They are comfortable to wear, whilst giving all the support needed.

Lastolita give mothers-to-be all the support they need in the most attractive way possible.

# Lastolita

Lightweight elastic stockings and tights  
THE FOUNDATION FOR PERFECT LEGS  
Lastonet Products Limited, Redruth, Cornwall.



# Comment

## Last minute rush

body can accuse the government of improper haste over the introduction of regulations necessary to give "teeth" to the Misuse of Drugs Act. Almost two years have elapsed since the Act received the Royal assent—used no doubt for consultation between the government and interested parties—yet it now appears certain that so short a time will be allowed between publication of regulations and their implementation (p290).

From the point of view of drug control, long enough has elapsed already, but from the point of view of the pharmacist (who is to carry the greatest burden of action under the new controls) the current time-table seems both unreasonable and impracticable. The NPU Executive Committee has, therefore, a strong case when it seeks a joint approach to the Home Office with the Council of the Pharmaceutical Society and the Central Contractors Committee.

It must be remembered that the Regulations are still in draft and have presumably still to reach their final form, to be laid before Parliament (the earliest point at which details are often made "public") and to be printed.

### Stationery delays

is not until the regulations are finally approved, published, and widely known that the go ahead can be given for printing the necessary registers—and the NPU has already ascertained that it will take 3 months from the placing of the order to a register becoming available to their members. Stationery printers are already overburdened with providing the documents for VAT records, and others too have full order books as a result of legislation—pharmaceutical companies are finding difficulty in getting product data sheets delivered on time, for example.

Another of the points the NPU Executive wishes to put to the Home Office—that time is needed to inform the profession about the new controls—will, we suspect, carry less weight, because pharmacists have already shown themselves quick to learn and to adapt. Metrication, decimalisation, prescription charges, constant changes in drug control legislation and, still to be overcome, VAT, spring immediately to mind.

Facing up to a few more "miles of pen pushing" may be daunting, but not insurmountable. However, structural alterations and the installation of security storage equipment require outside intervention and the nine months or so apparently in the minds of the planners, is again unacceptable.

In the modern pharmacy, space is at a premium and we doubt whether many will be able to accommodate an "approved" security cabinet (which is likely to be required to be bolted to a masonry wall or floor) without major rethinking of the space allocation. This may well involve the services of a builder and even an architect

and cannot be contemplated in isolation from any other alteration to the premises being considered. On top of this, equipment manufacturers have to fit the new requirements to existing dispensary modules.

And the extra costs involved must be borne by the Exchequer.

Behind the NPU's pleas concerning enforcement of the proposed control on prescription writing is a fear that hard-pressed doctors may be less diligent in fulfilling all their obligations than pharmacists must be in ensuring that they have done so.

### Cause of friction?

Our inquiries have revealed that the present DDA prescription requirements will be extended so that the prescriber must not only sign and date the prescription (as at present) but also *hand write* the name and address of the patient, the dose, the strength and the quantity.

These requirements could well produce friction between the professions if it is left to the pharmacist to take the doctor to task for his sins of omission—remembering it is an offence to dispense an incomplete prescription.

Inevitably the government may foresee criticism if the controls Parliament authorised in principle two years ago, do not come into operation with the least possible further delay. But there would be greater trouble if it introduced legislation that could not be enforced, even temporarily, or which alienated the pharmaceutical and medical professions whose co-operation is essential for its success.

## Tax rate relief

The suspense is ended and the VAT rate is to be 10 per cent; at least the calculations are fairly simple even if the tax poses other problems.

The simplicity of the calculations will help in the introduction of the tax. The news is welcomed by C&D as underlining the decision taken months ago to try and ensure that retail subscribers could have *before VAT-day* a price list with VAT inclusive prices. It was a heavy commercial risk that we undertook but it was taken in the knowledge that we had a responsibility to users of our price list service. We went ahead knowing that the issue could be rendered obsolete by a changed VAT rate. We approached manufacturers asking them to "do" their VAT calculations in advance—the majority agreed immediately—some had to be "leaned upon"—others refused to help the retailer in this way. A minority said they could not do so because of "staff difficulties"—a few were uncooperative. To those who helped—we repeat our Thanks.



# SHOPFITTING

## Service still essential in chemists' sales plan

More than any other retailer, the chemist is providing a *service* to his customers, in addition of the general objective of selling. This service becomes more and more important as the majority of retail trades move closer to impersonal systems designated as self-selection, self-service, super-marketing and so on.

The chemist, on the other hand, cannot completely go along with this modern trend, because whether he is running a small shop or a large branch of a multiple store, he is still closely concerned with people—customers who must have personal service, assistance with their purchases, and advice.

He cannot adopt the speedy "traffic-flow" methods of supermarkets because he is dealing with individuals—waiting for prescriptions to be made up, waiting for photographic prints, asking for advice, etc.

Nevertheless, as property becomes more expensive and financial pressures grow, it is necessary for the chemist, as for any other retailer, to make the optimum use of available space; display, storage and service facilities.

In many shops, particularly smaller premises, the need to modernise or renovate presents great problems.

A useful start may well be modernisation of storage and display, using one of several proprietary systems on the market. Such a system should be chosen for its versatility, adjustability to seasonal and other changes in stock and display.

The Spur adjustable shelving system, which was the first of several systems introduced to Britain some years ago by Savage & Parsons Ltd, Watford, Herts, has now been extended by the addition of a new range—Spur Readiclip. As the name implies it is a shelving system which is simple to install, by unskilled staff.

Like standard Spur shelving, it is based upon slotted uprights into which cantilever brackets may be fitted to support shelves

of steel, timber, glass and other materials at any required, and quickly variable, spacing. A limited number of specialised components extends the scope by providing for divided shelving, hanging displays, addition of cabinets, storage drawers, dump-boxes and so on.

The main difference between Readiclip and standard Spur, however, is that the new system is completely free-standing, either for single-sided display or storage arrangements or as double-sided gondola units.

This departure from the original wall-mounted shelving has many advantages in the creation of multi-aisle layouts, and in

dividing a shop into specific areas which may be particularly desirable for the chemist. Examples of this deliberate division include a waiting area for dispensary customers; a separate sales area for cosmetics and toiletries which can be expanded temporarily for seasonal trade; and generally if space is available, division of the total shop area into two or more aisles both for the convenience of customers and to expose to them a greater variety of products.

Another advantage of a free-standing system is that it can be installed, dismantled and re-assembled as necessary with minimum disruption of normal trading.

Both forms of Spur are now extensively used by both large and small chemists including one of the largest multiples using all-round wallmounted shelving plus free-standing gondola displays; and another which has standardised on the free-standing Readiclip system for display plus high-level storage in the sales area.

## Standard fittings yet highly adaptable

With the wide range of goods stocked by chemists today, an adaptable shelving system is a necessity. E Plan Ltd, the makers of E plan unit shopfittings, use their experience in the pharmaceutical field to advise clients on the latest merchandising techniques and the "proof of the pudding is in the eating" since the fittings are currently being installed for the shopfitting programme of a large chemist's chain.

By using standard fittings which are highly adjustable, supplies are always quickly obtainable whether an individual unit is wanted or a complete refit. The company find that although the trend is non-stop for self-service certain articles—notably expensive cosmetics and perfumes—sell well from a "shadow box". These display boxes, an example of which can be seen in the illustration, can be individually

illuminated to highlight luxury goods which are still sold through counter service, and serve the dual purpose of protection both from dust and dirt and from shoplifters. Base storage cupboards are another useful feature for easy stock control of goods displayed on the shelving above, and the use of counters can be maximised by additional shelving attached to the front panel. Glass binning is normally recommended for small items which need partitioning to avoid messy display, and the shelving can be either laminate or glass, often angled towards the customer to highlight the display.

In each individual shop the final display is the result of a liaison between designer and client. Details from E Plan Ltd, New Road, Newhaven, Sussex.

*Up to eight tiers of wallmounted Spur shelving helped this chemist to use all available wall space*



*Expensive cosmetics and perfumes sell well from a 'shadow box' say E Plan. An example is seen in the illustration below*







# Meet our Sales Director

Our sales orientated Eureka instore system will add extra impact to your merchandising. Flexible, slot-together components, eye catching colours and a huge capacity. Many accessories available including cabinets, drawers, counters etc. Our Sales Director will increase your profits fast!



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Our Karu-Sell rotary display unit can manage a huge amount of merchandise with a capacity of 34.25 sq. feet of impact display in only 6.86 sq. feet of floor area.

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# SHOPFITTING

## Combatting the pressure of rising costs

It is worthwhile being thankful that more and more chemists no longer are scared by words like merchandising, specialisation and intensification.

For this progress much credit is due to the National Pharmaceutical Union; their pharmacy planning department constantly emphasise that having a fresh think about the entire business is the way to competitive, contemporary selling. In its turn, they say, this will win back for pharmacy its rightful share of the growing retail business available. And of course the pharmacists who are happy to prove the value of this advice are those who already have made challenging demands on shopfitters for creation of the right environment for more profitable selling.

With a bright new look to attract customers and encourage them to buy, these chemists have found it possible to come much closer to achieving maximum sales per sq ft of floor space.

A company who specialises in the field of shopfitting for modern pharmaceutical merchandising are Dollar-Rae Ltd, 371 Eglinton Street, Glasgow, who are NPU-approved shopfitters.

With concentration on achieving designs of clean, well-defined lines, plus the expert use of attractive and fresh colours, plus the strategical siting of movable new-style fittings, Dollar-Rae are providing appealing "selling" layouts that are in the modern idiom without being too way-out.

One pharmacist who can vouch for this is Mr John McLaren, of Clan Chemists, Hardgate, a small town on the braes overlooking Clydebank in Dunbartonshire.

In November last year this Clan Che-

mists shop was re-designed by Dollar-Rae and now work has started on an extension. This addition already had been planned but the increase in business since November has helped to bring the extension plans forward.

Says Mr McLaren: "We find the new fittings not only modern but practical. Customer reaction has been excellent.

Another happy Dollar-Rae customer is

pharmacist John B. Hurst, of Hill Street, Ripley, Derbyshire. With a shop that has been only occasionally brought up to date in its 120 years existence, Mr Hurst felt the time had come for complete changeover to a modern look. Now in place of aged fittings—newspapers dated 1857 were found behind some of them—a new range of swingline moulded units have been installed for cosmetics as part of the new design.

Mr Hurst says the fittings are of attractive and unusual shape and are pleasing to customers. "There is no doubt sales are down the increase and we look forward to an even better return once our alterations are completed", he adds.

## Service image retained

A recently completed refit of Malcolm Lyons' pharmacy in Sloane Avenue, London, SW3 has transformed the merchandising without having a supermarket-drug-store image.

Mr Lyons was anxious to achieve a modern appearance to make the pharmacy attractive to his local residents and clientele as well as raise the turnover, but he wanted to retain some of the service image that was expected in his locality. "My clients and patients do not expect a supermarket and complete open plan image and I do not want to create that style"—was his instructions to his selected shop-fitter, Olney Bros Ltd of Berkhamsted, Herts.

Olney's representative and design staff prepared a layout using latest self-selection modular fittings Interplan System 80 with

extensive use of glass showcases and counters to retain the service image.

The general impression for customers has been very favourable and, as the new layout becomes more acceptable, counters can be removed to open more area to self-selection. Gondolas can then be added where necessary to give greater self-selection. "We must change over gradually to the complete open plan so that all my old customers do not feel they are losing the service that is expected of this pharmacy"—was Mr Lyons comment. With the installation of this system that will now be possible.

Together with the furniture refit Olney installed new dispensary fittings on a raised platform so that Mr Lyons was able to see the sales area to ensure that all customers were attended to rapidly. The refit of the dispensary was undertaken during a weekend to minimise disruption to the prescription dispensing.

The pharmacy is split into two complete sections with the dispensary, medical and general toiletries in one half and cosmetics and perfume department in the other.

Most of the cosmetic and perfume department is fitted with upper glass showcases, with drawers and showcases on the lower sections. Where shelves are fitted the backing consists of Perspex opaque panels lit by fluorescent tubes from the rear. Several service and display counters form cash-and-wrap focal points.

To the rear of the cosmetic department a separate room has been constructed to form a consulting room for the optical department, supervised by Mr L. Lyons.

Throughout the ground floor areas, a suspended ceiling has been installed to conceal various untidy beams, new electrical wiring add an overall spaciousness and visual comfort to the now modern layout.

To complement the light-coloured fixtures of System 80, Olney Bros Ltd have installed a contrasting pre-finished timber cladding with a washable surface to face the walls and any damaged surfaces. New floor tiles of vinyl throughout in twin-tone pattern harmonises with the other selected materials. (Pictures opposite at top.)

*Inside Clan Chemists . . . wide passageways, shelves not overstocked or cluttered for customers and staff*







Malcolm Lyons' pharmacy in Sloane Avenue, London. The refit was arranged so that extra gondolas can be added for self-selection later (see previous page)

## Face-lift gives 500% space increase

Middlesex chemist has increased his selling area by 500 per cent through an extensive shop refit. Mr Richard Dawe, IPS bought the shop Dixon Chemist at 35 Lady Margaret Road, Southall, Middlesex, in mid 1972, and at that time it contained the original shop-fittings installed in 1939.

"At the time of purchase, the shop was very much the way it had always been, with heavy wooden panelling blocking the main window, and a cluttered interior" said Mr Dawe. The refit was carried out by Storeplan Ltd, Shoeburyness, Essex, whose planning philosophy was to maximise on the sales area and to promote a modern, professional look to the shop. "Research carried out by our sales consultants has indicated that about 65 per cent of chemists are wasting valuable sales space, and many of their premises are not using modern merchandising methods" said Jeffery Goodwin, Storeplan's managing director.

Before the alteration the sales area of the shop was 100 sq ft but by removing the counters and old fixtures, and reducing the

interior of the Southall pharmacy



size of the dispensary, the sales area was increased to 600 sq ft.

Today the shop is self selection without counters and all merchandise is shown on the wall displays and on the central gondola unit.

"Since the refit my sales for January, which is usually a slack month, are up by 25 per cent and customers are spending 10p more per visit" reports Mr Dawe. "On refitting my other shops I gained a 15 per cent increase in sales, but with this scheme I have gained an extra 10 per cent on top of that."

The entire shopfittings for both the dispensary, and the sales area including the check-out point were from the standard Storeplan range. Customer reaction to the "new-look" has been favourable, possibly because today goods are displayed clearly and methodically.

"One problem was educating the customer to accept that all prescriptions and part 1 poisons had to be paid for at the dispensary under the personal supervision of the pharmacist, and not at the check-out desk" said Mr Dawe, "but this was soon overcome."

## Shopfitting round-up

### Display spheres in colours

New coloured Spheroids—spherical display units—suitable for application in pharmacies have been introduced by Volumatic Ltd.

Available in orange, white, yellow and red, the new range is an addition to the existing range of transparent spherical display units produced by the company. Each unit consists of two plastic half spheres joined by plastic screws through a circumference flange and is available in two diameter sizes—14in and 21in.

Attractive display effects can be achieved by mixing different coloured tops and bases, or coloured tops with clear bases.

Spheroids can be used to achieve a wide variety of novel decorative displays for store windows and interiors or may be suspended at varying heights or mounted on stands.

The units are available direct from the makers or through appointed agents and cost no more than the transparent range at £6.00 for the 14in and £9.00 for the 21in. Also available from Volumatic for use with the Spheroid ranges are transparent plastic link chains for suspension of the units. Cost is £3.50 per 8ft length (Volumatic Ltd, Taurus House, Kingfield Road, Coventry).

### High security locks described

The complete range of maximum security locks offered by AFA-Minerva (EMI) Ltd, an EMI company, is described in a new eight-page brochure from the company's Sidleen locks division, Billet Road, London E17. The illustrated publication gives details and specifications on all the various types of locks produced by the company.

### Reverse letters

A new range of self-adhesive reverse letters for application to the interior face of display windows has been introduced by London Industrial Art. They are suitable for temporary signs and seasonal and promotional slogans which attract the attention of passers-by (London Industrial Art Ltd, 51 Lisson Grove, London NW1 6UJ).



# SHOPFITTING

## Self-selection can help boost turnover

Self-selection retailing for non-prescription goods is bringing increases in turnover—often more than 25 per cent—for a growing number of chemists' shops.

According to Chrome Mesh Equipment Ltd (Chro-Mesh) who specialise in self-selection equipment and planning, current trends in the profession reflect the experience of many retail trades which have followed the lead of the successful grocery operators by adopting modern merchandising methods that boost business without increasing staff costs or other overheads. Advantages claimed are:

- ☐ With goods on sales display, the need for stock room space is minimised, so a greater proportion of the premises can be turned into profit-making sales space.
- ☐ Customers can select their requirements without waiting to be served by an assistant—saving staff time and speeding turnover.
- ☐ Modern self-service shelving presents merchandise with maximum visual appeal. Shoppers can choose from everything the retailer has to offer, while the attractive display encourages extra "impulse" purchases.
- ☐ Because the majority of customers are able to make their own selections, the chemist can devote more time to those who genuinely need help or advice—so the personal service aspect is greatly improved.

To achieve a fully-efficient self-service operation, it is essential that initial shop planning and layout are accurately worked out.

Merchandise presentation is another vital consideration. The shelving equipment selected must be adaptable enough to display every single item to maximum advantage, and readily adjustable to meet changing needs—such as seasonal lines, special displays, and the introduction of new products. The system consists of chromed steel mesh shelving coupled with a simple shelf bracket arrangement. Shelves can be set at any height and tilted forward or back, to suit a wide range of goods—from toiletries to health foods and baby goods. Everything can be displayed with maximum shopper appeal—fully visible from customers' eye level, and clearly set out for ease of selection.

Modular construction means that components are fully interchangeable, while the simple slot-in fittings allow shelf arrangements to be varied in a matter of moments, even by inexperienced staff.

The makers claim that another feature of the system which is particularly important to chemists is the fact that the bright chromium-plated steel mesh shelves cannot trap dust or dirt. "An occasional flick with a duster is all that is needed to keep the equipment sparkling clean."

In addition to standard shelving, plus

dump bins for bulk displays and special promotions, the range includes a variety of cabinets, which can be tailored to individual chemists' needs. These include metal or wooden units with sliding doors, drawers or glass fronts and tops.

The finish on cabinets and shelf backing panels can be integrated into total store decor schemes. Uprights on wall shelving may be extended to ceiling height,

with coloured backing panels inserted to form an attractive and maintenance-free wall cladding system. Alternatively, peg board backing panels can be used, giving even more display space for items suitable for hanging.

A free copy of an informative booklet entitled "How to increase turnover in the chemists' shop", may be had from Chrome Mesh Equipment Ltd, Garth Road, Lower Morden, Surrey. Chemists may also visit the special self-service design and development centre established by the company at Hurlingham Road, London, SW6. A wide range of the various modern ways in which retailers are today merchandising for maximum sales presentation are displayed.

*Maximum presentation can be achieved, even at the prescription counter. Note the use of chromium-plated mesh grilles and dividers, instead of the traditional glass*



## Showrax - Vestric link

Showrax Ltd, manufacturers of display shopfitting equipment, and Vestric Ltd, are promoting a shopfitting scheme for the retail pharmacist.

Chemists today are expected to stock an increasingly diverse range of products which demand effective display treatment. The shopfitting scheme is designed to help them to take full advantage of the extra potential for profit. Under the scheme retailers get free advice on shop layout to ensure the most effective use of the selling area; plans and estimates for modernisation and re-fitting can be drawn up without obligation to proceed, and also free of charge, and when he decides to go ahead the chemist can purchase shopfitting equipment at special reduced prices from the comprehensive Showrax range. Up to

100 per cent no deposit credit terms are available in approved cases to finance the cost of equipment, new shopfront and any other modernisation of the shop premises carried out under the scheme.

The Eureka instore stock display system's claim is that its flexible slot-together components "with eye catching colours and a huge capacity will add extra import to merchandising." Many accessories are available including cabinets, drawers, counters etc. They also supply the Karu-Sell rotary display unit with a capacity of 34.25 sq ft of impact display in 6.86 sq ft of floor area.

Details can be obtained through Vestric representatives or direct from Showrax Ltd, Tower Works, Northfleet, Kent, DA11 9BE.



# Volumatic Security Products

All Volumatic security products are manufactured under stringent quality control and are backed by a one year written guarantee.

Volumatic Limited has 12 years of specialised knowledge of retail security and a network of highly trained security consultants covering the country.

You have a shiplifting problem — we have the answer!

**Volumatic wide-angle convex mirrors**, the most effective low cost method of pilferage control, used extensively throughout the UK and supplied to many security conscious retailers overseas.

A security notice is supplied free with every mirror, as an extra positive deterrent to shoplifting.

Remember that Volumatic mirror prices contain no hidden extras. All prices are inclusive of packing, insurance and carriage charges.

**Volumatic Two-Way observation mirrors** are a new powerful aid to cutting pilferage losses. Two types are available — Stripview with a venetian silver strip finish, and Clearview which is indistinguishable from an ordinary mirror. Both are ideal for additional store surveillance.

A sure way of stopping thefts of merchandise on open display is to use the **Volumatic Protecta Chain**, a neat chrome finished flexible, ball-link chain. Case studies prove that pilferage can be totally eliminated with Volumatic Protecta Chains.

The **Volumatic Cash Carrying Case** when snatched from the carrier, sounds an ear piercing audible alarm and sends off clouds of dense orange smoke. The cash is stained and made useless to the thief, and the carrier is protected with a year's free insurance. It's a foolproof way to carry cash. Now available in three standard sizes.

The **Slimview anti-theft mirror** is an entirely new convex anti-pilferage mirror. Designed specially to fit into tight corners in stores with low ceilings where there is not room for a circular convex mirror. Gives a wide-angle of vision — opens up blind spots. New patented glassfibre backing makes it virtually shatterproof. Bright orange trim round the mirror gives powerful visual impact to deter shoplifters. Comes complete with fixing bracket and universal joint.

**Volumatic Security Scanning Arm**: Make convex mirrors more anti-shoplifting effective with this unique new security product. Convex mirrors are simply mounted onto the scanning arm and adjusted to the required angle of vision. A sealed, maintenance-free electric motor moves the mirror in a 120 degree lateral sweep every 20 seconds. The side-to-side movement catches the eye of the would-be thief. Its broad sweep opens up to view large areas of the store.

Solve your security problems now — don't wait — send for literature today. Simply tick the box, cut out this advertisement, attach it to your letter heading and return to us. We will do the rest. ☐

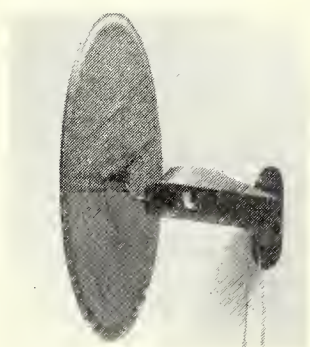
If you feel that your store has special security problems, please let us know, our advice is freely available. Write or telephone.



Convex Anti-Theft Mirror



Cash Carrying Case



Scanning Arm



Slimview Mirror

made to make you profit

This label can help you  
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**Now take a look at new Country Lover:**

Certainly the most exciting new range of hair and body care products you'll have seen in years.

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Country Lover is beautifully (and powerfully) packaged. Full of clean-green country fragrance. And *totally* effective in the job it has to do.

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So if you want to go to town on profits this year, you know what to go for:

## Country Lover

*With a breath of the country in it.*



# Professional News

Pharmaceutical Society of Northern Ireland

## MSc course for hospital pharmacists — but what about general practice?

Referring to a proposal by Professor D'Arcy at the February Council meeting of the Pharmaceutical Society of Northern Ireland, that there should be a course leading to the MSc degree in hospital pharmacy, Mr T. G. Eakin said that he thought there should also be a somewhat similar course for general practice pharmacists.

Professor D'Arcy had said that pharmacists who held only the Society's diploma would probably have to carry out a preparatory year's work before engaging in the full-time course.

The Ministry of Health and Social Services had, he felt, been very co-operative. He hoped that hospital pharmacists wishing to attend the course would be facilitated by their employers. The course could be an exacting one but unless the qualification achieved at the end was recognised as valuable by other professions in the health team the effort would be wasted.

### Discrimination?

Mr Eakin said he was very pleased for the sake of his hospital colleagues that the degree course was being introduced. At the same time he felt general practice pharmacists were being discriminated against. Why was a somewhat similar course not being organised for them?

Professor D'Arcy explained that before being introduced a course had to have the approval of the University authorities. He was more familiar with the needs of hospital pharmacists and he felt their attendance at the course would not create so many problems as would arise with general practice pharmacists. He suggested that the Education Committee should meet to offer some guidance about the content of a course for general practice pharmacists.

Mr J. Kerr said the Health Services Board had met the expenses of contractors attending a one week full time course on occasions in the past. The course had, however, to be approved in advance by both the Ministry of Health and the Health Services Board. On one occasion the proposed course in pharmaceutical analysis had been refused recognition and subsequently withdrawn on the grounds that those attending would not thereby be better able to carry out the work envisaged in the terms of service for chemist contractors.

It was agreed that the Education Committee should consider the matter.

Mr Eakin asked when the recommenda-

tion, which the Council had accepted, not to require students to pass an examination in forensic pharmacy would be given statutory effect. The secretary said it had been agreed at the time not to amend the existing regulation until the 1973 examination had been held. It was agreed that efforts should be made to have the regulation amended as and from July 1.

Mr J. Kerr said he felt that a symposium on drug interaction for members of the pharmaceutical and medical professions could prove worthwhile.

The president reported on a meeting attended by representatives of the Council and a number of hospital pharmacists. Various matters about which their hospital colleagues were concerned had been discussed and he had promised the Council's help in having these matters rectified. Another meeting would be held on March 20. One of the matters causing concern was the selection of candidates for interview when posts in hospital pharmacy depart-

ment were being filled. The salary scale for the basic grade pharmacist was considered unrealistic and objection was taken to the suggestion that good pharmacy technicians might be given registration as pharmaceutical chemists. He had agreed that the Council would take up some of these with the Ministry of Health and Social Services.

The secretary reported that there was £615.00 in the emergency funds bank account. Income tax on interest received would reduce this figure by about £90.00.

A letter from the Ministry of Health and Social Services stated that an Order had been made by the Minister of State under the powers conferred upon him by Section 16(5) of the Pharmacy and Poisons Act (Northern Ireland) 1925 as amended, directing that the name of William James Greer, Portglenone, co Antrim, be struck out of the register of Pharmaceutical Chemists for Northern Ireland.

Receipt of a letter from the Ministry of Health and Social Services was reported enclosing a copy of the formal orders of appointment of the chairman, vice-chairman and members of the Central Services Agency. Mr W. S. Hall, MPS, immediate past chairman of the local pharmaceutical committee has been appointed a member of the committee.

The reports of the law and ethical committees contained a recommendation that a pharmacist who inserted in the Press an advertisement which contained immediately under his name the phrase "your health care centre" be written to by the secretary to point out that the phrase in such all-embracing terms could be taken to include the dispensing of prescriptions and to ask for an undertaking that it would not be used in future advertisements.

## Letters

### Working party

In seconding the resolution calling for rejection of the findings of the Linstead report, I stated my belief that further evidence was necessary, not from the profession, but from the patients.

I view the proposals of the Central Committee (I have always viewed that name with foreboding) curiously, hopefully—if they and the Council realise that outside the ranks of the Council of the Society, the Executive of the NPU and the Company Chemists Association, are men and women who can contribute much to pharmacy.

Personally, I would be quite happy to see an eight person group—possibly with a neutral, ie non-pharmaceutical, chairman. The remainder should be two Council nominees, two NPU Executive members, one company chemist and three other pharmacists. The membership should be distributed reasonably to cover the broad divisions of interest and opinion.

Thus a suitable selection might be—from the Council a Scot and a hospital man, a rural and an urban NPU repre-

sentative, and perhaps an academic from the Institute of Pharmacy Management, together with one or two experienced chairmen or ex chairmen of Regions—general practice pharmacists.

A working party on these lines—taking evidence from outside the profession, would go some way to meeting our needs. Otherwise many of us will have no alternative but to support the NE London call.

The assurances required could easily be given by April—and the working party established.

One ironic twist. Mr David attacked myself and others for "wasting the time of those who had travelled long distances". Now he himself is in danger of doing just that, and not when he is confronting the members.

M. E. James  
Canvey Islands

### Near myth

If only Hercules had been able to harness the Aegean sea instead of the two rivers to cleanse the Aegean stables, he might have accomplished the labour in one minute rather than in the one day it took (Statutory Committee report, last week).

On the other hand, perhaps a near-miss is almost as good as a far-myth, but, in any case, it is all Greek to me!

J. E. Richardson  
Banstead, Surrey



# Open Shop

by E. C. Tenner

## Metrication to VAT

During the past few years pharmacy has had to contend with quite a number of radical changes. First we had metrication of doses with the consequent demise of grams, minims, drachms, and ounces, teaspoonsful and tablespoonsful. We all had misgivings and were apprehensive of the outcome. It was remarkable how smoothly the whole operation went. Even the medical profession responded nobly and today we no longer need slide rules and calculators to transpose from the old honoured, particularly English system to the new.

Metrication was followed by the decimalisation of the monetary system, an operation involving not only the man behind the counter but every member of the public. I need not remind you of the massive repricing operation entailed and one waited with bated breath the advent of D-day. Once again one was pleasantly surprised at the smoothness of the change-over. How quickly the old currency disappeared and despite the accusations of decimalisation causing price increases, the public has accepted it.

Decimalisation was followed by NP labelling of dispensed medicines. I do not however wish to discuss the "for and against" of NP for it is now becoming the accepted practice in the dispensing of physicians' prescriptions.

But it appears that there is to be no respite from change, for now we are faced with the most far-reaching change in the way we conduct our business. It is a far cry from patent medicine stamp duty to value added tax. Even purchase tax, with its varying rates of tax, altered at the whim of different Chancellors of the Exchequer, sometimes increased, another time decreased, now appears child's play when compared with VAT.

### Apprehension

Once again there is apprehension. How smoothly is it going to work? What is the best method of compiling the necessary records demanded by the Customs and Excise officers? No doubt they too are apprehensive for it must be a mammoth undertaking for these government officials.

However, the appointed day is now very close and the problems will have to be solved.

During the past year, as I have exercised my mind to the intricacies of this tax, my appreciation of the excellent services of the National Pharmaceutical Union have been emphasised. Their help is invaluable and I know we can continue to expect sound advice, expertise and the introduction of the aids to make this extra work tolerable.

I would like to pay tribute to the work of Mr Astill for his contribution. I was privileged to be present at a meeting where he explained the intricacies of this tax. It was stimulating and informative. It

is at times like these when we are forcibly reminded how much general practice pharmacy owes to the NPU—I am sure members are among the most well informed on VAT.

So much for the build-up to VAT day. What will happen on April 1 when the tax becomes operative. I have a number of misgivings.

Listening to the reports of the comments of Members of Parliament, I have the feeling that they are creating a climate of opinion that VAT should not be the cause of price increases. There must be no repeat of price increases "as there were consequent upon decimalisation." So they say!

Looking round my pharmacy, what do I

## EEC health services for UK visitors

Details of the means by which holiday makers and other temporary visitors to EEC countries may obtain cheaper or free medical treatment are contained in leaflet SA 28, issued last week by the Department of Health.

For all countries except Denmark and the Irish Republic, it will be necessary to complete form CM 1, obtainable from any of the Department offices or employment exchanges. Form E 111 will then be issued and should be taken abroad by the traveller. Medical treatment will only be available where an urgent need arises during the stay.

The leaflet gives the following information concerning the cost of prescriptions:-

Belgium: A refund of charges made by chemists, not less than 75 per cent, will be made in accordance with an insurance tariff, unless the medicines prescribed are those the insurance authority will not cover. The refund will be obtainable on presentation of doctor's or chemist's receipts at the nearest friendly society office.

France: A refund of between 70 and 90 per cent of the cost of drugs will normally be available. A copy of the prescription must be presented with form E 111 at the local social security office.

German Federal Republic: A small fixed charge for each item (not recoverable) is payable to the chemist.

Italy: A certificate of entitlement to free treatment will be issued on presentation of form E 111 at the local office of the National Institute for Sickness Insurance. Some prescribed medicines will be supplied free by the chemist on presentation of this certificate, but there may be a small charge (not refundable) for certain patent medicines.

Luxembourg: Payment must be made

find? A variety of products that have never attracted purchase tax but which will be subject to VAT. Household medicines such as aspirin tablets, paracetamol tablets, B and BPC medicines. In the field of baby products we have feeding bottles and teats, then there are sanitary towels, surgical dressings and plasters, tooth brushes and photo-finishing services. I have no need to remind you that all these goods will have to be increased in price in April.

How can one explain to the customer that these increases are entirely due to VAT? It is no consolation to the customer purchasing any of the products I have mentioned to be informed that cosmetic and certain proprietary medicines will now cost less. I am afraid we shall become unpopular and I can envisage the comment "it is decimalisation all over again".

We know of course, that this tax is intended to be broadly based. But will the public appreciate this? I am extremely doubtful.

I wonder whether the NPU could publish a notice for display, indicating that the goods previously mentioned now attract VAT and consequently will cost more?

Finally I applaud the C&D in publishing a new price list for April 1. It will be invaluable.

for prescribed medicines, but a refund of all but a small part of the cost may be obtained from the local sickness office.

Netherlands: Drugs will be supplied free either by the prescribing doctor or by an approved chemist to whom the prescription is taken.

Denmark: Prescribed scheduled medicines can be obtained from a pharmacy at reduced rates (not refundable) on presentation of a UK passport.

Irish Republic: The patient must see a doctor participating in the health service and make it clear that he wishes to be treated under the EEC regulations. Medicines prescribed by an official form can then be obtained through most pharmacies without charge.

The regulations come into force on April 1. Copies of leaflet SA 28 may be obtained from local Social Security offices.

## Modifications made to Industrial Training Act

The White Paper "Employment and Training: Government Proposals" published last week states that within the Industrial Training Boards the maximum rate of training levy would be one per cent of an employer's payroll, unless there is an affirmative resolution of both Houses of Parliament.

The proposed independent Manpower Services Commission will have powers in relation to the Industrial Training Boards similar to those of the Secretary of State at present. The latter will, however, continue to appoint board members and make levy orders. Small firms and firms whose training is adequate are made exempt from levy and the MSC requires the establishment of a new appeal body against non-exemption from levy.



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COMPANY.....  
ADDRESS.....  
NO. OF BRANCHES.....



# Coming events

## Monday, March 12

**Finchley and Wembley Branches, Pharmaceutical Society**, Edgware General Hospital, at 8 pm. Dr R. J. Fassina on "The treatment of diabetes".  
**Nottingham Branch, Pharmaceutical Society**, Postgraduate medical centre, Nottingham, at 8 pm. Discussion on "Drug therapy in rheumatic disease".

**Plymouth Branch, Pharmaceutical Society**, Board room, Greenbank Hospital, at 8 pm. Mr T. Savery on "City council and legal profession".

**Southampton Branch, Pharmaceutical Society**, Polygon Hotel, Southampton, at 8 pm. Mr W. M. Darling on "The impact on yesterday's decisions on pharmacy tomorrow".

## Tuesday, March 13

**Ga'en Group**, Friend's Meeting House, Park Lane, Croydon, at 8 pm. Annual meeting.

**Doncaster Branch, Pharmaceutical Society**, Doncaster Acorn Hotel, Bennetthorpe, Doncaster, at 8 pm. Working dinner. Mr A. Howells (a member of Council) on "Pharmaceutical affairs".

**Isle of Thanet Branch, Pharmaceutical Society**, Endcliffe Hotel, Margate, at 7.45 pm. Annual meeting, followed by illustrated talk on "Home wine and beer making".

**South-east Metropolitan Branch, Pharmaceutical Society, and South-east London Chemists'**

**Association**, Medical centre, Lewisham Hospital, London SE13, at 8 pm. Mr H. M. Parsons (consultant to Lewisham Hospital) on "Ears".  
**Teesside Branch, Pharmaceutical Society**, West Lane postgraduate medical centre, Middlesbrough, at 8 pm. Mrs Fothergill (dietician at Middlesbrough General Hospital) on "Products used in metabolic disorders".  
**Kings Lynn Branch, Pharmaceutical Society**, Black Horse Inn, Castle Rising, at 8 pm. Mr D. E. Sparshott (member of Pharmaceutical Society council) on "Problems that are arising in pharmacy".

## Wednesday, March 14

**Hounslow, Wembley and West Middlesex Branch, Pharmaceutical Society**, Europa Lodge, Great West Road, Isleworth, Middlesex, at 7 pm. Annual dinner and dance.

**Liverpool Branch, Pharmaceutical Society**, Adelphi Hotel, Liverpool, at 7.30 pm. Annual dinner and dance.

**London Branch, Guild of Hospital Pharmacists, and Pharmaceutical Society of Great Britain**, 17 Bloomsbury Square, London, WC1, at 7 pm. Dr Marcia Wilkinson (City migraine clinic) on "Action and uses of drugs for the treatment of migraine".

**Northumbrian Branch, Pharmaceutical Society**, Civic Centre, at 7.30 pm. Dinner and dance.

**Scottish Department, Pharmaceutical Society**, Society's Hall, 36 York Place, Edinburgh, at 7.45 pm. Mr P. W. Horton (senior physicist, Western Regional hospital board) on "Radio-isotope preparations and their usage".

**Sheffield Branch, Pharmaceutical Society**, Royal Victoria Hotel, Sheffield, at 8 pm. Ladies' night. Mr D. M. Larger (Fattorini & Sons,

Goldsmiths and Silversmiths, Ltd) on "Precious stones". Admission by ticket.

**Stockport Branch, Pharmaceutical Society**, Deanwater Hotel, Woodford, at 8 pm. Informal supper dance.

**West Hertfordshire Branch, Pharmaceutical Society**, St Michael's Manor Hotel, Fishpool Street, St Albans, at 9 pm. Representative of Hertfordshire police drug squad on his work.

**North Metropolitan Branch, Pharmaceutical Society**, School of Pharmacy, Brunswick Square, London, WC1, at 7.30 pm. Mr N. Appleton (deputy managing director, Sterling Health Products) on "The policy of Sterling Health".

## Thursday, March 15

**Ayrshire Branch, Pharmaceutical Society**, Savoy Park Hotel, Ayr, at 8 pm. Mrs M. Lakie (staff pharmacist, Scottish Department) and Mr MacMurray, on "A 17th century poisoning case".  
**Dundee and Eastern Scottish Branch, Pharmaceutical Society**, Tower extension, seminar room G6, Dundee University, at 7.15 pm. Talk by Mr R. McKay (Society's inspector).

**Federation of South Eastern Pharmacists**, Shelleys Hotel, High Street, Lewes, Sussex, at 8 pm. Mr A. G. Trotman (managing director, NPU Marketing) on "Professionalism—traders, is there a conflict?".

**NPU Group**, Queens Hotel, City Square, Leeds, at 8 pm. Mr J. A. Verreydt (secretary-general, EEC pharmaceutical group). Discussion on problems following UK membership of the Community.

**Teesside Branch, Pharmaceutical Society**, Edinburgh Building, room L132, Sunderland Polytechnic, at 7.30 pm. Dr T. D. Whittet (chief pharmacist, Department of Health) on "Some contributions of pharmacists to botany".

# Purchase tax — VAT equivalents

The corollation of purchase tax at 25 per cent and VAT at 10 per cent is shown in the following tables which may be used for re-pricing.

Column A indicates the current retail

price inclusive of purchase tax at 25 per cent.

Column B gives the equivalent retail price inclusive of VAT at 10 per cent, assuming a mark-up of 50 per cent on cost on both

the old purchase tax and new VAT prices.

Column C gives the equivalent retail price inclusive of VAT at 10 per cent assuming a mark-up of 33½ per cent on cost on both old PT and new VAT prices.

| A     | B     | C     | A     | B     | C     | A      | B     | C     |
|-------|-------|-------|-------|-------|-------|--------|-------|-------|
| 1·00  | 0·94  | 0·93  | 35·00 | 33·00 | 32·42 | 68·00  | 64·11 | 62·99 |
| 2·00  | 1·89  | 1·85  | 36·00 | 33·94 | 33·35 | 69·00  | 65·05 | 63·91 |
| 3·00  | 2·83  | 2·78  | 37·00 | 34·88 | 34·27 |        |       |       |
| 4·00  | 3·77  | 3·71  | 38·00 | 35·83 | 35·20 | 70·00  | 66·00 | 64·84 |
| 5·00  | 4·71  | 4·63  | 39·00 | 36·77 | 36·13 | 71·00  | 66·94 | 65·77 |
| 6·00  | 5·66  | 5·56  |       |       |       | 72·00  | 67·88 | 66·69 |
| 7·00  | 6·60  | 6·48  | 40·00 | 37·71 | 37·05 | 73·00  | 68·82 | 67·62 |
| 8·00  | 7·54  | 7·41  | 41·00 | 38·65 | 37·98 | 74·00  | 69·77 | 68·55 |
| 9·00  | 8·49  | 8·34  | 42·00 | 39·60 | 38·90 | 75·00  | 70·71 | 69·47 |
|       |       |       | 43·00 | 40·54 | 39·83 | 76·00  | 71·65 | 70·40 |
| 10·00 | 9·43  | 9·26  | 44·00 | 41·48 | 40·76 | 77·00  | 72·60 | 71·33 |
| 11·00 | 10·37 | 10·19 | 45·00 | 42·43 | 41·68 | 78·00  | 73·54 | 72·25 |
| 12·00 | 11·31 | 11·12 | 46·00 | 43·37 | 42·61 | 79·00  | 74·48 | 73·18 |
| 13·00 | 12·26 | 12·04 | 47·00 | 44·31 | 43·54 |        |       |       |
| 14·00 | 13·20 | 12·97 | 48·00 | 45·25 | 44·46 | 80·00  | 75·42 | 74·10 |
| 15·00 | 14·14 | 13·89 | 49·00 | 46·20 | 45·39 | 81·00  | 76·37 | 75·03 |
| 16·00 | 15·08 | 14·82 |       |       |       | 82·00  | 77·31 | 75·96 |
| 17·00 | 16·03 | 15·75 | 50·00 | 47·14 | 46·32 | 83·00  | 78·25 | 76·88 |
| 18·00 | 16·97 | 16·67 | 51·00 | 48·08 | 47·24 | 84·00  | 79·20 | 77·81 |
| 19·00 | 17·91 | 17·60 | 52·00 | 49·03 | 48·17 | 85·00  | 80·14 | 78·74 |
|       |       |       | 53·00 | 49·97 | 49·09 | 86·00  | 81·08 | 79·66 |
| 20·00 | 18·86 | 18·53 | 54·00 | 50·91 | 50·02 | 87·00  | 82·02 | 80·59 |
| 21·00 | 19·80 | 19·45 | 55·00 | 51·85 | 50·95 | 88·00  | 82·97 | 81·51 |
| 22·00 | 20·74 | 20·38 | 56·00 | 52·80 | 51·87 | 89·00  | 83·91 | 82·44 |
| 23·00 | 21·68 | 21·30 | 57·00 | 53·74 | 52·80 |        |       |       |
| 24·00 | 22·63 | 22·23 | 58·00 | 54·68 | 53·73 | 90·00  | 84·85 | 83·37 |
| 25·00 | 23·57 | 23·16 | 59·00 | 55·63 | 54·65 | 91·00  | 85·79 | 84·29 |
| 26·00 | 24·51 | 24·08 |       |       |       | 92·00  | 86·74 | 85·22 |
| 27·00 | 25·46 | 25·01 | 60·00 | 56·57 | 55·58 | 93·00  | 87·68 | 86·15 |
| 28·00 | 26·40 | 25·94 | 61·00 | 57·51 | 56·50 | 94·00  | 88·62 | 87·07 |
| 29·00 | 27·34 | 26·86 | 62·00 | 58·45 | 57·43 | 95·00  | 89·57 | 88·00 |
|       |       |       | 63·00 | 59·40 | 58·36 | 96·00  | 90·51 | 88·92 |
| 30·00 | 28·28 | 27·79 | 64·00 | 60·34 | 59·28 | 97·00  | 91·45 | 89·85 |
| 31·00 | 29·23 | 28·72 | 65·00 | 61·28 | 60·21 | 98·00  | 92·39 | 90·78 |
| 32·00 | 30·17 | 29·64 | 66·00 | 62·22 | 61·14 | 99·00  | 93·34 | 91·70 |
| 33·00 | 31·11 | 30·57 | 67·00 | 63·17 | 62·06 | 100·00 | 94·28 | 92·63 |
| 34·00 | 32·06 | 31·49 |       |       |       |        |       |       |



# Market News

## CONFIDENCE LACKING

London, March 7: Business in all sectors of the market continues to be held back because of the general lack of confidence in the normal trading currencies.

Among crude drugs Cape aloes was dearer because of drought conditions at source; the Curaçao variety however was used again as did balsam Peru. There was a parcel of Japanese camphor powder offered at £1.67 kg, cif. Dearest were cassia *lignea*, lemon peel, fenugreek seed, cinnamon bark, ginger, pepper, tonquin beans and Indian valerian.

Essential oils marked up included anise, camphor white, citronella, clove leaf and Chinese peppermint.

## Pharmaceutical chemicals:

**Metomenaphthone:** 100-kg lots £5.64½ kg.  
**Irenaline:** (per g) Synthetic 1-kg lots, £0.59; 10 g £0.067; acid tartrate, £0.044 and £0.05.

**Ascorbic acid:** £2.45 kg; 5-kg £2.51; sodium ascorbate, plus £0.23; coated, plus £0.10 kg.

**Folic acid:** 5-kg lots £18.65 kg.

**Glycerin:** BP per metric ton—5-ton lots £234; 1-ton £237; 250-kg £243, in 250-kg drums.

**Hydrocortisone:** Acetate or alcohol £0.25 g.

**Hydrogen peroxide:** 35 per cent, £149 metric ton.

**Neomycin sulphate:** BP 5-g £27.50 g.

**Nicotinamide:** (Per kg) 1-kg £2.45; 5-kg £2.42.

**Nicotinic acid:** (Per kg) 1-kg £2.20; 50-kg £2.17.

**Oxalic acid:** 20-ton lots about £145 metric ton.

**D-Panthenol:** £9-kg; 5-kg £8.50 kg.

**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

**Parachloro-meta-xyleneol:** 50-kg lots BPC £0.94 kg.

**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

**Paraffins:** (minimum 1-ton lots) liquid-BP £0.562 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477; Jelly-soft white BP £95 ton; yellow BP £85.

**Pyridoxine:** £4.93 kg; 5-kg £4.90.

**Riboflavin:** £14.17 kg; 5-kg lots £14.14 kg.

**Salicylic acid:** Per metric ton 5-ton lots £445; 1-ton £470; 250-kg £520.

**Sodium benzoate:** One-metric ton lots £283.30.

**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

**Sodium carbonate:** Anhydrous £107 metric ton.

**Sodium chloride:** Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.

**Thiamine hydrochloride:** £620 kg; 5-kg £6.17 kg; 250-kg £506; 1-ton £497.50.

**Vitamin A:** Oily 1 mu iu per g £5.30 kg; 5-kg 5.20 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu £4.55.

**Vitamin D:** Powder for tableting 850,000 iu per g, £17.88 kg; 5-kg £17.78 kg.

**Vitamin E:** (per kg) £6.40; 5-kg lots £6.37.

## Crude drugs

**Aloes:** (metric ton) Cape primes £380 spot; £360 cif nominal. Curaçao (kg) £700 spot; £650, cif.

**Balsams:** (kg) Canada £4.40 spot; shipment £4.30, cif. **Cobaiba:** BPC £1.20 Para, £0.90. **Peru,** £2.15 £2.00, cif. **Tolu:** BP £1.50.

**Camphor:** Japanese BP £1.67 kg, cif.

**Cassia:** Lignea, whole £1,040 metric ton cif.

**Cinnamon bark:** Seychelles £460 ton, cif.

**Ginger:** (ton) Cochín, new crop £320, cif. Jamaican £890, cif. for No. 3, Nigerian split £340, cif, peeled £445, cif.

**Gums:** **Acacia:** Nominal. **Karaya,** No. 2 faq £22 cwt. spot. **Tragacanth:** (50 kg) No. 1 spot £420.

**Lemon peel:** Spot cleared; shipment £400 metric ton, cif.

**Mace:** Grenada No. 1 £1,960 long ton.

**Menthol:** (kg) Chinese spot £6.20; shipment £6.05, cif. Brazilian spot £370; afloat £335, cif.

**Pepper:** (ton) Sarawak black £440, cif; white £640, cif, both nominal.

**Seeds:** (ton) Anise: China star £175 duty paid; shipment £135, cif. **Caraway:** Dutch £2,120 metric ton, cif. **Celery:** Indian £320; shipment £265, cif. **Coriander:** Moroccan £83, cif. **Cumin:** Indian, £325, cif. Chinese £300 metric ton, cif. **Dill:** Indian, for shipment £180, cif. **Fennel:** Indian £210, cif. Chinese £225 metric ton. **Fenugreek:** Moroccan £110, cif. **Mustard:** £60-£180 spot.

**Tonquin beans:** Spot £850 metric ton.

**Turmeric:** Madras finger £220 ton; £210, cif.

**Valerian:** (metric ton) Indian £310 spot; £290, cif.

## Essential oils

**Anise:** Chinese £1.70 kg spot; £1.60, cif.

**Cedarwood:** Kenyan £2.00 kg; Moroccan £1.60.

**Citronella:** Ceylon spot £1.60 kg; £1.30, cif.

**Clove:** Madagascar leaf £1.35, spot, shipment £1.35, cif. English-distilled bud £17.50.

**Patchouli:** Spot £8.00 kg spot; £7-£8, cif.

**Peppermint:** (per kg) Arvensis Chinese, spot £2.75; £2.70, cif, afloat. Brazilian £1.65 spot; £1.56, cif. American piperata from £6.65, cif.

**Petitgrain:** Spot £5.60 kg; shipment £5.50, cif.

# Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, 5 New Street Square, London, EC4A 3JA.  
Telephone: 01-353 3212.

**Headings** All advertisements appear under appropriate headings.

**Green 100.**

**Display** £5.00 per single column inch, minimum 1 inch (1" x 1½"). ¼ page (4½" x 3½") £45.00. ½ page (4½" x 7" or 10" x 3½") £80. Whole page (10" x 7") £140.00

**Lineage** £0.40 per line, minimum 5 lines @ £2.00.

**Box Numbers** £0.25 extra.

**Series Discounts** 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

**Copy date** 4 pm Tuesday prior to publication date. Advertisements should be prepaid.

**Publication date** Every Saturday.

**Circulation** ABC January/December 1972 14,992.

# Hospital appointments

## HERRISON HOSPITAL MANAGEMENT COMMITTEE, DORCHESTER, DORSET. PHARMACY TECHNICIAN

The present holder of this post will soon be "moving on" and we shall need to replace her. Preference will be given to holders of the Apothecaries Hall Certificate, but other applicants with previous experience will be considered and appropriate training facilities given. This is an interesting job with ample scope for personal development. Salary scale for certificated Technicians is £1,041-£1,425 p.a. Application forms and further details obtainable from the Personnel Officer, Herrison Hospital, Dorchester, Dorset. Telephone Dorchester 3661. Closing date for applicants March 17, 1973.

## CHASE FARM HOSPITAL, THE RIDGEWAY, ENFIELD, MIDDX. (General 357 beds)

**DEPUTY CHIEF PHARMACIST** required. Salary scale £1884 p.a. to £2379 p.a. Chase Farm Hospital (approximately 12 miles from the centre of London) is at present being rebuilt as a District General Hospital, and is a designated Accident Centre. Applications giving age, qualifications, details of previous experience and names and addresses of two referees to The Hospital Secretary.

**High Wycombe & District HMC AMERSHAM GENERAL HOSPITAL AMERSHAM, BUCKS. Full time certificated pharmacy technician** required for busy department. Applications with names of two referees to Hospital Secretary or telephone Chief Pharmacist, Amersham 4411, Ext 1, for further details. Please quote reference 737.

## Northampton General Hospital LOGUM PHARMACIST

required as soon as possible for this busy hospital pharmacy. Enquiries to Group Pharmacist, General Hospital, Northampton NN1 5BD, telephone Northampton 37400 Ext. 94.

## FULBOURN HOSPITAL Cambridge CB1 5EF

Applications are invited for the post of **Staff Pharmacist designate** in the Group Pharmacy at Fulbourn Hospital.

The Group consists of one Psychiatric Hospital of 765 beds and one Mental Handicap Hospital eventually to have 396 beds. 5 day week—Monday to Friday. Salary as per Whitley Council circular.

Applications stating age, experience, etc., together with the names of two referees to the GROUP SECRETARY within 14 days of this advertisement.

## WHIPPS CROSS HOSPITAL, LEYTONSTONE, E11 1NR. BASIC GRADE PHARMACIST

required at recently modernised and enlarged Pharmacy in this 862 bedded, mainly acute District General Hospital. Within easy reach of pleasant residential areas and central London. Enquiries to Group Pharmacist, telephone 01-539-5522, Ext. 125. Application Forms obtainable from Hospital Secretary, 01-539-5522, Ext. 351, returnable as soon as possible.

## ILFORD AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE

### GROUP PHARMACY

### DEPUTY CHIEF PHARMACIST V (GROUP)

Salary scale £1,920/2,430 p.a. plus £126 p.a. London Weighting. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Ilford, Essex.



# Classified advertisements

## Situations vacant

### An important opportunity in Pharmaceutical Wholesaling

A Deputy General Manager is needed for I & N Rabin Ltd., Pharmaceutical Wholesalers in the London area since 1947. The Company will be moving to a new, nearby depot and premises in the summer, in the N.7. area, and need the help of a lively and experienced man in establishing their new-based operation.

He must be able to offer a good general experience of the trade, and capacity to work with energy and intelligence now, and to look forward to full managerial responsibility in the future.

Salary is negotiable, but the successful applicant will probably be earning around £2,500 now. A car, and other benefits, will be provided. Please contact in the first instance.

N. Rabin, I & N Rabin Ltd., 189/190 Shoreditch High Street, London, E.1 01-739 3411.

**PHARMACIST MANAGER.** lady or gent, for branch in new estate. Part of a group of pharmacists situated in Monmouthshire. Good salary and usual fringe benefits. Box No. 2111.

## Business opportunities

### EXCELLENT OPPORTUNITY

to acquire a share in a large Lincolnshire country dispensing business for a young pharmacist with ambition and managerial experience. Good salary and commission. Box No. 2119.

**SMALL TOILETRY MANUFACTURING COMPANY** with valuable freehold premises close to main line termini and City, holding first class Continental Agency capable of considerable development, is interested in possible outright sale or other proposals. Principals only to:

Box No. 2110.

**WHOLESALE SUNDRIES** company, established 25 years, North West England. Modern warehouse-offices, 300 active accounts. Invites propositions for amalgamation view increase on large potential business. Box No. 2118.

## Trademarks

THE TRADE Mark No. 785965 consisting of the word BRASIVOL and registered in respect of "Pharmaceutical preparations consisting of medicated abrasive cream and bacteriostatic agents and being for use in the treatment of acne" was assigned as from the 31 March 1972 by DENVER CHEMICAL MANUFACTURING COMPANY of 35 Commerce Road, Stamford, State of Connecticut, United States of America to STIEFEL LABORATORIES INC of Oak Hill, Greene County, State of New York, United States of America, WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.

## Situations wanted

### SALES MANAGER'S

a MEDICAL REPRESENTATIVE who is unhappy with his present employers — a major international company — seeks to change employment.

Impressive sales career in U.K., Canada and Australia; particularly in sales to retail chemists and departmental stores with major marketing orientated companies is for sale. Price? — £2,000 p.a. plus incentive scheme, car and usual expenses.

If you could use such a person who is 27 years old in YORKSHIRE then drop me a line to BOX No. 2117 and let's have an informal chat.

toiletty house preferred.

**BELGIAN EXECUTIVE**, 26 years experience as Sales Manager in Chemists' and Druggists' supplies, extensively travelled, fluent English, French, German, Dutch, Spanish, Italian, Russian, Portuguese, seeks position as traveller for large concern interested in maintaining close contact with overseas customers/agents. Box No. 2116.

Please mention C & D when replying to advertisements

## Miscellaneous

### CHEMISTS

Many of our customers earn £60 per week extra profit with no staff or stock problems ...

If you have unproductive space why not install a Village Mini Laundry? ...

A very useful commodity for any community without a Launderette ...

For further information

please contact  
Village Laundry Ltd.,  
White Lion House,  
White Lion Square,  
Hatfield, Herts.  
Hatfield 67314.

### FASHION JEWELLERY

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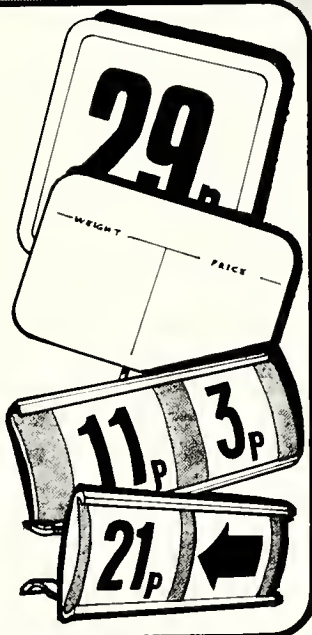
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